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The International Shoe and Leather Weekly

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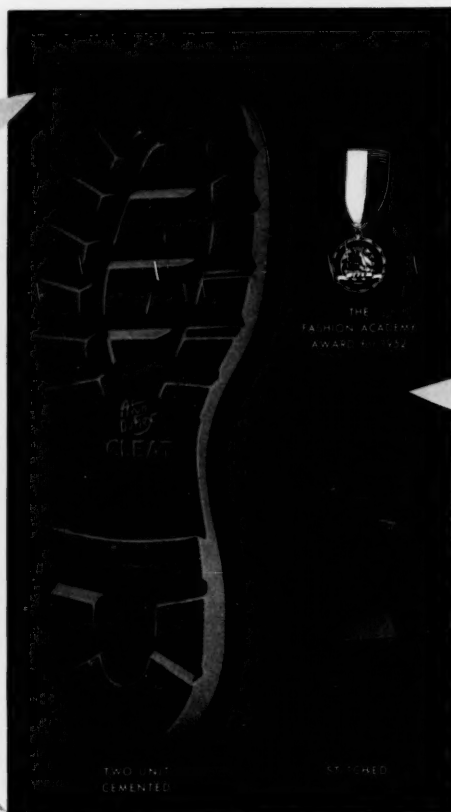
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LEATHER and SHOES

ESTABLISHED 1890

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No. 17

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THE NEWS

SHOE UNIONS JOIN FORCES AT INTERNATIONAL
WORLD CONTROLS HAMPER HIDE & SKIN SUPPLIES
OPPOSE INCREASE IN SHOE FREIGHT CHARGES
CANADIAN TANNING INDUSTRY IN BOOM

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LICENSING CHILDREN'S SHOE FITTERS

Action should now replace the ineffectual lip service of past years

LAST month an ad appeared in the New York Times, with the following headline: "Why Not License Children's Shoe Fitters?" And so again was opened one of the oldest and most heated controversial issues in shoe business.

The ad was run and paid for by the Juvenile Shoe Guild, an organization of 15 metropolitan New York shoe retailers selling juvenile footwear. This organization was started three years ago and has two objectives: (1) to raise standards in children's retail shoe business; (2) make parents more conscious of the need for correct children's shoe fitting.

This Guild recently started a direct mail campaign, polling about 1,000 doctors in the metropolitan New York area, asking whether they thought children's shoe fitters should be licensed. Close to 76 percent answered yes.

Ethics Fell Short

The Guild was founded with justifiable reason. Its charter members, after a survey, discovered some alarming facts. Many if not most shoe stores stocked only a few widths, or only a couple, instead of the required five. This required fitting longer and narrower shoes when shorter, wider ones were really needed. Fitting and selling ethics in many stores fell short of a desirable level.

Here, the founders reasoned, was a large share of the reason why some 35 percent of school children have defective feet. Something ought to be done about it.

So the Guild was founded with a rigorous code of ethics and standards for stores and fitters alike. The stores must sell children's shoes exclusively, must carry complete widths for all shoe sizes, must refuse to sell shoes when the child is not brought into the store for a fitting, and other such rules.

The recent New York Times ad is admittedly the beginning of an educational crusade by the Guild. It is the first of a series of four scheduled for appearance this fall. The ad an-

LandS Editorial

Reprints available at nominal costs:

Up to 100, 10¢ each; 200-500, 5¢ each;

1000-3000, 2½¢ each; 5000 or over,

1½¢ each.

nounced that parents could sign petitions supporting the drive in any of the 15 members' stores (which were listed). Within two weeks after the ad appeared, more than 20,000 signatures were in.

Now, in the past there have been similar efforts, some taking on the temper of a genuine crusade. But in almost every instance they have petered out. In no case known to us has there ever been a law passed requiring shoe fitters in any kind of shoe store to be licensed. The efforts to pass such legislation either were counteracted by other retailers opposed to the idea, or simply lacked the momentum of mass enthusiasm by a sufficient number of retailers to convert the objective into law.

In principle, we'll stand whole-hog behind the aim of the Guild. All children's shoe fitters should be licensed. In fact, shoe fitters of any kind should be licensed. And one day, sure as these words are in print, shoe fitters *will* be licensed.

Many retailers might object to some of the standards set up by the Guild. For example, it's all very fine for a store to carry all widths and all sizes. But by no means can all stores afford to carry such an inventory. Another objection, less openly voiced, is that when you have a licensed shoe fitter you have grounds for higher wages—a technical specialist, as it were, whereas a high school or college boy can do the job on a part-time basis for lower wages.

The inventory argument has some merit. Lower inventory stores—those required to carry fewer sizes because they are smaller stores—would find it difficult to meet the standards or the requirements of the laws. It might be a breach of free enterprise, of the opportunity for a man to start small and grow—the

theme of which America is so proud.

Despite this, however, we may one day find the law stepping in, anyhow. Year after year the publicity mounts about the high prevalence of foot defectiveness among children, due chiefly to ill-fitting shoes. When the medical groups are sufficiently aroused about this, legislators will sit up and take notice—and action may follow.

The Guild is right in this respect. It feels that the initiative should be taken by shoe retailers themselves, not embarrassingly forced upon them by an aroused public and medical profession.

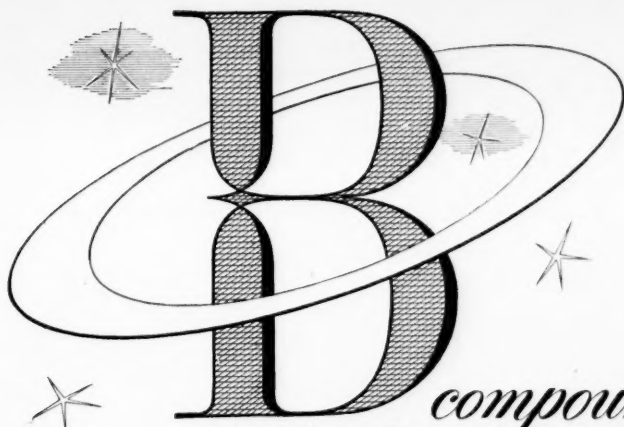
In the long run, shoe retailers might well find that the licensing of shoe fitters will work handsomely to their advantage. For example, today one of the things most shoe retailers bewail is the mediocre quality and costly high turnover of shoe fitters. Many retailers complain that they can't find sufficient qualified fitters—and again, can't hold on to many of those they hire.

No Mystery

There's really no mystery to this. Shoe fitting—actually the selling of shoes—is regarded by few young people as an attractive career. The shoe clerk has often been the butt of jokes, synonymous with the ribbon clerk. It's all right as a temporary job until something better comes along, or to learn the business in preparation to opening one's own store. And there it stops for many.

The licensing of shoe fitters would do much to change all this, would make shoe fitting attractive as a career, as an occupation of which fitters could be proud. The old stigma would be removed. Licensing in any occupation creates a technician, a man proud of his knowledge and occupational standing.

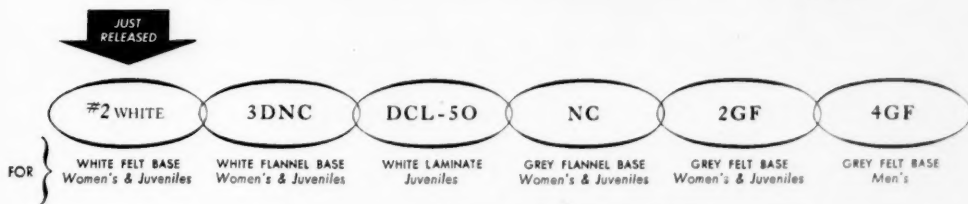
Shoe business has always given lip service to the importance of the shoe fitter—his knowledge, his responsibilities, his integrity. But the lip hasn't done the job. It has to be backed up with a concrete act of faith—such as licensing.



compound... is our name for the sensational thermo-adhesive used in the construction of six important new box toe materials. Cream white in color, it is both clean to handle and clean in shoes. It softens speedily in box toe apparatus and permanently bonds the vamp lining to the box toe. Toe walls and domes are uniformly rigid yet their rearward portions are as you want them to be — flexible — and comfortable to the foot. Seven years in our laboratories, B compound, and the structural plastic films used with it, represent the latest — and the ideal — box toe construction for volume shoemaking.



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Beckwith

**BOX
TOES**

Stylescope

NEW CANADIAN SHOE FASHIONS FOR SPRING

A selection of outstanding styles shown at Canadian Shoe and Leather Industry's fashion presentation in Toronto, Oct. 14-18



Top Panel: Left, banded sandal in contrasting colors of Maple and Town Brown suede. Center, sling pump in red snakeskin with suede trim. Right, pump type in Town Brown suede trimmed with natural nylon mesh.



Center Panel: Left, svelte black suede pump with matching handbag, both showing unusual decorative design in grey and white snakeskin. Right, the bare minimum of shoe in suave black suede, also shown in six new Spring colors.



Bottom Panel: Left, beautiful Liana Grape sandal with rhinestone trim on vamp and straps, pink kid lining. Center, high-riding sandal in Cyclamen cobra, also shown in ombre brown cobra featuring Benedictine, Sea Shell, Walnut and Desert Sand. Right, elegant white leather sandal with black patent leather piping, rhinestone studded—a minimum of shoe on a high heel, showing black and white theme so popular for Spring '53.

"Say Goodbye to Puffer Fish Lasts"*



*The Puffer or Swell Toad Fish sometimes called the Balloon Fish (Tetraodontidae family) can inflate its abdomen to grotesque proportions.

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REPORT ON THE

JAPANESE LEATHER INDUSTRY

The industry is now pulling out of its worst slump in 20 years.

OWING to an abnormal influx of hides and skins into the Japanese market from all over the world, plus sudden reversal of the Korean situation followed by the armistice talks, the Japanese leather industry last year suffered the worst business depression it has experienced in the past twenty years. As a result, during the last half of last year, imports of hides and skins were suspended in order to adjust the unbalanced supply and demand. Consequently, the industry has made some recovery since then. General market conditions in Japan, especially in the leather industry, have rounded into pretty good shape, and the market doldrums have about petered out.

Fact-Finding Tour

After the Japanese Peace Treaty was effected, a score of Japanese technicians of leading tanners departed for the United States on a fact-finding tour to obtain information on the up-to-date methods used in the well-advanced U. S. leather industry. One of the principal items of interest was the glass drying method, along with various types of chemicals such as sodium sulhydryte and di-methylamine.

With regards to the glass drying method, the Meiji Leather Co. has already adopted that apparatus in their tannery, thus starting production of Japan's first chrome leathers dried and stretched out by this method. But there still remain divergent views or pros and cons for the adoption of such apparatus in Japan.

This brief report on the current condition of the Japanese leather industry comes from Tokyo, prepared by I. Tomita, who has spent the past 20 years in the leather industry there. In Japan there are 443 tanneries and 1,023 shoe factories, employing a total of 15,325 workers.

Writes Mr. Tomita, "Since the termination of the Pacific War in 1945, your magazine, 'Leather And Shoes,' resumed its distribution throughout our tanning industry. Our tanners were amazed, upon absorbing the information weekly, to learn how little progress we had made during the war. Technologically, the U. S. tanning industry had taken enormous strides. As a result, many members eagerly awaited the signing of the Japanese Peace Treaty so that they could obtain visas to visit your industry in the U. S. and bring us up to date. Since the signing of the Treaty we have had a good number of our tanners visit your country, where the hospitality has been open-armed and generous, for which you may be assured we are deeply grateful."

It is still an innovation to be fully evaluated for use in our country.

Mr. Miyamura, director of the Japan Leather Company, who has just returned from a two-month tour of the United States, has stated that

the glass drying method has not yet been widely adopted by all tanners in the U. S. The majority of Japanese tanners have shown, for the time being, a reluctance to adopt this method—and with some reasons to support this stand.

In the U. S. leather industry wages are high for processing leathers. Thus labor-saving devices such as the glass drying method have particular appeal and value. Japanese labor is extremely cheap compared to U. S. wage standards. If Japanese tanners were to install this apparatus it would require installation or use of at least 95 to 300 pieces per unit for the apparatus. In short, the cheaper labor would be more economical.

Conservative Methods

With regard to new tanning chemicals of U. S. origin, such as sodium sulhydryte and synthetic tannins, the Japanese tanners have been very conservative in adopting these newer materials to process leathers—even if such materials are of proven superiority. Reluctance to use these has been chiefly due to hesitation about changing processing methods. However, sellers of these newer chemicals have been extremely persistent, and as a result an increasing number of tanners are making use of these newer materials. The synthetic tannins, however, have not fared too well here. It is mainly an economic problem. The Japanese tanning industry at present has a large stockpile of vegetable tanning materials,

(Concluded on Page 30)



DREW

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for fine leathers**

LUXOLENE, a water insoluble neutral ester developed by Drew Research Laboratories, offers tanners several important advantages over natural Neatsfoot Oil.

It is more uniform in chemical and physical properties, generally runs from 2° to 5° in Pour Point below the usual 20° Neatsfoot Oil, and is free from stearines, thus affording tanners less danger of spue.

Luxolene is available in three types to suit any tanner's individual requirements:

1. **REGULAR LUXOLENE**, which has about the same viscosity as natural 20° Neatsfoot Oil.
2. **LUXOLENE HV**, which has a substantially higher viscosity than the natural oil.
3. **LUXOLENE HG**, which contains Hygro, thereby imparting hygroscopic properties to the oil, which is often desirable.

These grades of Luxolene can be used either straight or in blends for oiling off the grain of fine leathers, or they can be used in the preparation of water dispersible fatliquors, either with sulfated oils, or soaps in alkaline fatliquors.

We welcome requests for specific information concerning your individual requirements.

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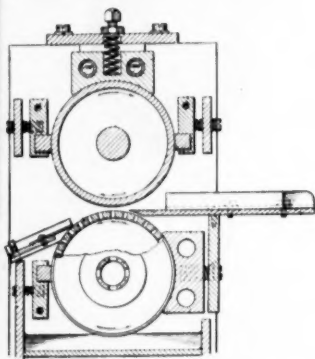
NEW DEVELOPMENTS

What industrial science is doing to improve the job

SOLE MULLING AND TEMPERING

This machine suggests several features long sought in the shoe industry: mulling of the outsole without the need of wetting, flexing of the outsole for easy conformation in the subsequent sole attaching, and the activation of the coating of cement all contribute to better and faster shoemaking.

The machine is of the bench type variety, therefore easy to place in any production line. The machine comprises a water receptacle at the bottom, two large feed rolls of brass, heating elements, and a flexing arrangement made up of pressure and the flexing surface of the lower roll whose surface is grooved with barber pole configurations.



In operation, before the sole is inserted, the water is generated to the steaming point. This steam enters the bottom roll by way of a special conduit. This bottom roll is also heated on its surface by electric units. The top roll is also equipped with heating units. Springs on either side of the top roll shaft apply the pressure for flexing. Strippers are fitted to the sides of each roll. These strippers remove excess moisture and water from the surface of the rolls.

In operation, the sole, coated with perhaps one of the Buna cements, is

manually fed into the machine till the bite of the feeding rolls takes over. The sole is presented to these rolls grain side facing the top roll. Thus with the cemented and flesh side on the bottom, steam is ejected from holes in the perforated grooves of the bottom roll. The high pressure of this steam forces speedy cement activation and softening of the sole.

Then, with the grain side of the sole heated from the top roll, a hot, moist condition of the sole is speedily effected. It is here from the down pressure of the top roll onto the sole whose flesh surface faces the barber pole grooves of the bottom roll that an admirable job of flexing is accomplished.

Other features of this machine include low maintenance cost with scarcely any water used, as it is used over and over again owing to the work of the wipers.

Obviously this machine obviates the need for multi-stationed sole attaching presses, and so fits into the modern need.

Source: H. E. Marasco, Swampscott, Mass.; Pat. No. 2,551,804.

FASTENING STAMPS IN SHOES

It is sometimes difficult to reach into even the open shank of a shoe to affix a thin metal label or identification stamp. For example, even the use of a long-nosed hammer is not always equal to the need; hence loss of time.

Illustrated here is an efficient device designed with a horn-like shape that will enable anyone to insert a shoe with ease.

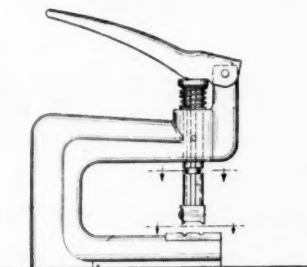
In the upright shaft, pressure-operated with the hand lever, shown, a spring is employed to cause the shaft to retract upwards, together with the hand lever arrangement.

At the bottom of this upright shaft is a holding device into which three or possibly more bottom-pronged stamps may be stored. Thus, when the arm lever is operated downwards, the resultant pressure forces the

prongs of the stamps into the insole surface.

An anvil underneath the shoe serves to clinch the prongs.

After one stamp is placed in a shoe, the device lets another stamp



plate, one of the three first placed, to slip into position for the next application.

This is not only quick, safe, but is versatile to all kinds and shapes of shoes.

Source: J. C. Lindquist, Minneapolis, Minn.; Pat. No. 2,600,551.

LEATHER FINISHING

This is a process for the finishing of leather subsequent to tanning. It consists of contracting its fibers by applying heat at a temperature of 240 degrees F. to 600 degrees F. to one side, or in succession to each side, of the tanned hide or skin by means of a heat transmitting surface. The leather is pressed against this surface by a pressure member arranged to exert a pressure up to ten pounds per square inch.

A presser member of this kind facilitates the absorption of moisture and vapor formed during the heat process. By means of this process the firmness and/or substance of the leather is improved and a much finer and closer grain is produced.

In carrying out this process, it is preferable to employ chrome-tanned or semi-chrome tanned leathers be-

(Concluded on Page 32)



Despite all talk of a "recession" due in 1953, U. S. industry is in much better position than most realize. One good indication is latest report by Securities and Exchange Commission, stating net working capital of U. S. corporations reached new record \$85.7 billion at end of June, \$1.6 billion more than at end of March. While there was a decline in corporate holdings of current assets, greater reduction in current liabilities resulted in net working capital gain.

Decline of \$3.3 billion in current liabilities due largely to decline in corporate income tax liabilities reflecting increased payments in first half 1952. Income tax liabilities dropped \$2.5 billion during quarter to level of \$16 billion, lowest since the end of 1950. Notes and accounts payable declined \$1 billion, totaled \$15.7 billion at end of quarter.

Similarly, decline of almost \$1.8 billion in current assets during quarter accounted for by drop in inventories to \$60.7 billion. Holding of cash and deposits rose by \$1.3 billion with U. S. Government securities declining by same amount.

Significantly, manufacturing companies accounted for most of increase in net working capital. A glance at previous figures shows relative position. For example, net working capital in 1947, a boom year, was \$62.1 billion. In 1949, it was \$72.4 and in 1950, it was \$78.4. At end of 1951, it was \$82.6.

Trend toward suburban shoe buying has stepped up sharply during past four years. This is finding of Washington Board of Trade officials who co-operated in recent survey in Washington, D. C., area. Example selected was year 1948 when about a third of shoe buying was done outside of downtown area, leaving two-thirds for city stores. Since then, suburban share of business has increased to near half of total business.

Survey found that men in particular used suburban stores. Women, on the other hand, tended to remain faithful to city stores. Breakdown by sales figures indicated 29.9% of women's, misses' and juniors' leather footwear sold in suburban areas. Fully 41.2% of men's and

boys' footwear came from the outside stores. Today, these percentages are even larger.

Interesting item: Officers of United Shoe Workers of America, CIO, have unanimously endorsed Gov. Adlai E. Stevenson for president. This was result of vote taken last week in executive session held in Mark Twain Hotel, St. Louis. Endorsement was unanimous.

Now USWA will urge its 60,000 claimed members in 26 states to vote for Stevenson-Sparkman ticket. Although union cannot guarantee delivery of these votes, decision by officers will have powerful influence on membership. Repeat this situation over many U. S. labor unions, most of whom are still backing Democratic Party, and you have good indication of what Ike is up against, at least with labor vote.

New combat cold-weather boots used by Navy in Korea last winter now given credit for totally unexpected benefits. Navy describes the event with word "serendipity," which means the art of finding valuable or agreeable things not sought. Reason for "serendipity" credited to reports that new insulated boot, designed to protect feet from freezing under wet-cold condition, also affords protection against wounds. At least six substantiated cases reported by Marines, who found boots protected feet from grenades as well as land and anti-personnel mines.

Boots received so favorably that even the Army will use them this winter. Marines called them "Mickey Mouse" because of resemblance to shoes worn by Disney character. Navy doctors went overboard, reported not a single case of frostbite when boots are worn properly or undamaged. Boots made entirely of rubber, contain inner and outer shells with insulating air space between.

Taxpayers will have extra month to fill out tax returns if recommendations of committee of federal taxation of American Institute of Accountants is adopted. Committee proposes that due date for income tax returns be shifted from March 15 to April 15. Institute says more time needed because of complexity of current taxes. Also, many taxpayers in business are unable to determine exact income immediately after end of taxable year.

HIDE MEN SEE PRICES HOLDING

ACTIVE BUYING TO BOLSTER MARKET

Ask Canadian Hide Embargo Be Lifted

Hide and skin prices and consequently finished leather costs will remain fairly stable during the next few months despite ample supplies and seasonally poorer-quality tannings. This was the general feeling of hide brokers and dealers assembled at the National Hide Association's Eighth Fall Meeting held Wednesday, Oct. 22, at the Edgewater Beach Hotel in Chicago.

The mood was one of confidence. Hide men were fully aware of sharply increased slaughter—up to 8,156,000 federally inspected cattle for the first eight months of 1952 against 7,663,000 head in the 1951 period—but they pointed out a significant factor to balance this: Shoe manufacturers and other leather users, they claim, are more interested than ever in better quality leathers. Public demand has brought them to this. Many of the hides produced from currently high slaughter are not of high quality and enter little into the buying picture.

No Glut

Thus, despite the many hides around, there is no glut of good rawstock. This fact alone, say hide men, should help keep rawstock prices fairly equalized.

Most of all, Association members were relying upon a predicted active Spring to keep their own sales and selling prices at good levels. Many tanners already are having a difficult time keeping production pace with demand from their customers. This situation is expected to get even more hectic in ensuing weeks.

Most hidemen felt that a good deal depended upon sales results at the Shoe Fair, to be held the coming week. If business proved as good as expected, they said shoe manufacturers would return home and step up production immediately, anticipating a heavy Spring season. This would create a new demand for more leather, force tanners to remain active in the hide market.

Association members voted a resolution asking the Department of Agriculture to lift the present embargo on imports of Canadian hides and

skins. Consensus was that all evidence of the hoof-and-mouth disease outbreak of last year appears to have been obliterated and there is no point in waiting further. Members said that a waiting-period of several more years would prove little unless the disease broke out afresh.

The Hide Association, which now has 180 members, represents more than 50 percent of hide and skin business done in the U. S. and Canada.

Members also discussed the Leather Industries of America leather promotion program. It was agreed that hide dealers would contribute \$2 per carload and hide brokers \$1 per carload to the Leather Industries program on a voluntary basis.

KRAUS NEW LEATHER INDUSTRIES DIRECTOR

Walter Kraus has been appointed director of the Leather Industries of America, the industry's leather promotion organization. He succeeds Alfred Hudson, who has been publicity director of the group.

Experienced in the many phases of leather promotion, Kraus has been associated in such activities with the Tanners' Council over the past three and one-half years. Most of this time has been spent with the Council's Sole Leather Bureau. He takes over his new duties immediately.

Mrs. Billie Gould has been appointed Fashion and Feature Publicist to work with Kraus.

APPROVE BROWN HIKE

The Wage Stabilization Board has approved a general wage increase of three and one-half cents an hour for all hourly paid employees of the Brown Co., manufacturer of shoe insoles and other products, in Berlin, N. H.

The increase will be retroactive to June 15, 1952, according to a joint announcement by John W. Jordan, vice president and general counsel for the firm, and Philip E. Smyth, president of Local No. 75, Pulp, Sulphite and Paper Workers (AFL).

The WSB had already approved an increase in shift differential for employees from three and five cents to four and six cents an hour.

SHOE UNIONS JOIN AT INTERNATIONAL SHOE

Pledge Mutual Support For Contract Negotiations

Officials of Boot and Shoe Workers Union, AFL, and United Shoe Workers of America, CIO, have pledged mutual support in new contract negotiations now underway with International Shoe Co. of St. Louis.

In a joint statement issued this week, Dave Wilson and Ben Berk, regional representatives of the CIO and AFL respectively, declared that both unions "stand ready to give full support to their respective negotiating committees in whatever action they deem advisable."

Russell Taylor, president of USWA, said that members of both unions were prepared to strike if a satisfactory settlement was not reached by the expiration of their contracts with the company. Taylor made his statement following a joint meeting of union leaders in St. Louis.

The CIO contract expires on Oct. 25 and the AFL on Oct. 30. The former claims 12,000 member-workers in 31 International plants while the latter has 7,000 workers in 16 plants.

CIO demands include a 20 cents hourly wage increase and \$1 hourly minimum while the AFL is asking for a 15-cent wage hike. Both seek a union shop. The company has countered with an offer of a three cents hourly cost-of-living increase.

WOMEN'S SHOE STYLE FORECAST READY

A preview of women's footwear fashions for next year has been published for members by the National Shoe Retailers Association.

Titled "Women's Shoe Style Forecast for Spring and Summer 1953," the 56-page booklet features newest colors and styles expected to dominate the shoe fashion picture during the first half of 1953.

Spring fashions are illustrated by 15 costume silhouette sketches. Another section offers suggestions on promoting and presenting shoes to the consumer. Finally, colors, materials, heels and other important factors expected to influence the next season's styles are outlined.

CANADIAN TANNING INDUSTRY IN BOOM

Demand Keeps Operations At Capacity

The Canadian tanning industry is experiencing one of the most active periods in recent seasons, according to leading tanners of the country. Both production and sales have been fairly brisk, with practically all tanneries reporting substantial output based on a wholesome level of orders from shoe manufacturers and other leather consumers. This has been continuing over several months, and most tanners see no appreciable let-down in activity for several months ahead.

There is no chance, according to these tanners, of even mild declines in prices. Prices are expected to stay firm in all cases, and in some instances may rise a bit due to cost pressures. Mild rises in labor costs are in order, along with some expectation of slight rises in rawstock and materials costs.

Canadian tanners have been making every effort to absorb these costs, but with most of them operating on very slim profit margins it appears that even these small costs will have to be passed along to consumers. In fact, most shoe manufacturers in Canada are pretty much resigned to some small boosts in leather costs, and are planning to pass these along to retailers—perhaps at the rate of five to 15 cents per pair. These higher prices, in turn, however, will probably be absorbed by the retailers, for

HONOR ONTARIO'S LIEUT. GOVERNOR



Louis B. Breithaupt, left, Lt. Governor of Ontario and head of Breithaupt Leather Co., is presented with a leather-bound guest book, all hand-tooled from Canadian leathers, and bearing his coat of arms on the cover. Making the presentation is Miss Canadian Footwear, clad in an all-leather costume. On right is Homer Dufresne, president of the Shoe and Leather Council of Canada.

the latter are experiencing a firmer consumer price resistance.

Most Canadian tanners are expressing concern about the tight profit margins on which they have been operating in a period of wholesome volume or output. Because even small shifts downward in vol-

ume or price can cause a corresponding shift from black to red ink on the ledgers, these tanners feel that a larger profit margin is necessary.

Shoe manufacturers in general have expressed appreciation of the position of the tanners. As one shoe

(Concluded on Page 16)

NEWLY-ELECTED OFFICIALS OF CANADIAN SHOE GROUPS



Left to right, new officers of the Shoe Manufacturers Association of Canada: Pierre Brouillett, executive secretary; Maurice Corbeil, president of Tetrault Shoe Co., Montreal, first vice president; Robert Scroggins, president of Scroggins Shoe Co., Galt, Ont., president of the Association; Dominique Bertrand, Lalibertie Shoe, Quebec, second vice president; and Lionel Thioret, secretary.



Left to right, officials of the Canadian Shoe Retailers Association: Clare Collins, past president; W. D. Smith, third vice president; Harry B. Ferris, president; J. E. Edmondson, first vice president; and Harry Young, treasurer. Elections were held during the Canadian Shoe and Leather Fair in Toronto, Oct. 14-18.

BYRON URGES TANNERS KEEP PRICES CONSTANT

Says More Uniform Product Needed Also

Shoe manufacturers need better continuity in prices of the leathers they buy if they are to plan their own finished shoe prices for months ahead, according to James W. Byron, assistant vice president of General Shoe Sales Corp.

Speaking before the Delaware Valley Tanners Club in Philadelphia last week, Byron urged assembled tanners to "be consistent in what you do in pricing merchandise."

"We all realize that prices on hides and skins are a long way from leather and shoe prices," he stated. "When raw materials move, figure your prices for us and keep them constant. We try not to be opportunists nor to exploit the market, but if we were sure of your prices we could project our own prices months ahead for chain store catalogs."

Better Service

The General Shoe executive said tanners must improve their product and introduce new ones if they are to maintain their position. "Economists predict that new and more efficient methods of production will result in more and better products and raise the standard of living even higher. For tanners to keep pace with this progress, they must invest in research, adopt new ideas and render better service."

Byron claimed that the average leather sales agent was not prepared to answer questions on the product he sells. "The average commission man is interested in the money involved in the sale rather than the product he is trying to sell."

He urged tanners not to set a delivery date unless they are reasonably sure of meeting it. Also, tanners would be rendering their shoe manufacturing customers a service if they were able to pass along style and color information for the coming season. The average manufacturer, he said, has prepared his lines before the leather shows.

"We want to know what is happening in the raw markets and future trends in foreign and domestic materials, the latest news in military specifications and procurements, the latest developments at the retail level," Byron said. "What is selling in higher priced shoes this season will be the volume item next season."

The shoe sales official pointed out that more uniformity was needed in grade, weight, color, finish and tannage of leathers. Returns from retailers are consistently high when colors are not exact, he said.

Women's Style Groups Meet This Week

Women's style committees of the Popular Price Shoe Show of America will meet in Chicago to make final selections of shoes to be shown in the PPSSA "runway" fashion show Dec. 1st at Hotel New Yorker, according to Edward Atkins and Maxwell Field, Co-Managers.

Reservations for exhibit space at the PPSSA, which will be held Nov. 30-Dec. 4, at Hotels New Yorker and McAlpin, New York, are running ahead of any of the eight previous shows, the co-managers stated.

The women's dress shoe committee, under the chairmanship of Normand P. Liberty of Bourque Shoe Company, will meet at the Hotel Blackstone, Chicago, Monday, Oct. 27th, at 5 p.m.

The women's casual and sports committee, under the co-chairmanship of Sylvan Bane of Miles Shoes Incorporated, and Saul Katz of Hubbard Shoe Company, will meet at the same hotel on Wednesday, Oct. 29th, at 9 a.m.

Meetings will be conducted by Ruth Hammer Associates, fashion directors of the PPSSA.

Men's and children's style committees have already selected the styles.

OPPOSE BOOST IN RAIL FREIGHT CHARGES

Retail Head Says Better Service Needed

A railroad proposal to add charges for pickup and delivery service on shoes and other commodities is being opposed by the American Retail Federation, among other groups.

H. M. Frazer, chairman of the transportation committee of the federation, also testified before the Interstate Commerce Commission that "rail service as of today is extremely poor."

"1—Rail carriers should establish through rates and routes via direct connections.

"2—They should materially improve their less than carload service.

"3—They should provide each station agent with a routing guide for unrouted less than carload shipments so that such shipments would move via the best available routes.

"4—Rail carriers should make joint use of stations wherever possible in the interest of economy.

"5—More through joint cars, such as the Pennsylvania Railroad recently established from New York to Miami, should be established.

"6—Rail carriers should establish quantity rates, similar to those established by truck lines.

"7—It is essential that rail carriers maintain closer teamwork among themselves so that less than carload freight is handled as a unit and not as individual railroads."

PROMOTED AT AMERICAN HIDE



Newly-promoted at American Hide and Leather Co., Boston, are: left to right, Francis Y. Rice, Jr., and Lawrence A. Nusser. Rice, a raw stock buyer, was elected vice president at a recent board meeting. He has been with the company or its subsidiary since 1928. Nusser, superintendent of the Ballston Spa, New York, tannery, was elected vice president of the subsidiary, American Hide and Leather Co., Inc. Nusser succeeds his father, Albert J. Nusser, now retired.

Heads Pierce Sales



John H. Gibbs, who has been appointed sales manager of the C. S. Pierce Company, Brockton, Mass., manufacturer of shoe forms, shoe trees and related products. Gibbs will be in charge of sales, marketing and advertising. He was formerly associated with United States Shoe Corp. and headed his own brokerage business for the past seven years. At one time he was with the Cincinnati Shoe Co.

SHOE CHAIN SALES UP 2% FOR FIRST 9 MONTHS

Dollar sales of the five leading retail shoe chains during Sept. 1952 totaled \$27,237,000, an increase of three percent over the \$26,573,000 combined volume reported in Sept. 1951.

Individually, four chains showed gains ranging from 2.5 percent to five percent over the previous year. Two—A. S. Beck and G. R. Kinney—showed decreases of 1.8 percent and two percent respectively.

Combined dollar volume for the first nine months of 1952 totaled \$209,082,000, an increase of two percent over the sales of \$205,039,000 reported in the same period a year ago.

Here again, three firms reported gains ranging from two percent to 6.2 percent while two—A. S. Beck and Melville Shoe Corp.—listed losses of 2.9 percent and one percent respectively.

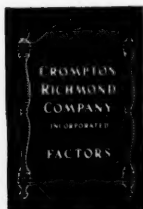
All chains combined reported a total of 1,767 stores this Sept. against 1,715 stores in Sept. 1951.

Based on lower selling prices this year, it appears that unit sales both for Sept. 1952 and the first nine months exceeded those in the same 1951 periods. Part of this increase must be credited, however, to the added number of selling units. Following are comparative figures:

SHOE CHAIN SALES ANALYZED

	(000 Omitted)		%	9 Months		%
	September 1952	September 1951		1952	1951	
Beck	\$ 3,634	\$ 3,702	—1.8	\$ 32,152	\$ 33,109	—2.9
Edison	7,447	7,147	+4.2	57,744	55,877	+3.3
Kinney	3,661	3,745	—2.0	28,622	27,364	+4.6
Melville	7,854	7,558	+3.9	50,270	50,758	—1.0
Shoe Corp.	4,641	4,421	+5.0	40,294	37,931	+6.2
Total	\$27,237	\$26,573	+2.5	\$209,082	\$205,039	+2.0
Number of Stores	1,767	1,715	+3.0			

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MILITARY BIDS AND AWARDS

Flying Gloves

October 31, 1952—Navy Aviation Supply Office, Philadelphia, has issued Invitation No. K-54418 calling for bids on 9,600 pairs of dark brown leather flying gloves. Specification MIL-G-7496 dated May 11, 1952. Leather outers made from cabretta leather according to specification KK-L-254, Type C, 1½-2½ oz.

Hides

October 31, 1952 — TAP-30-352-53-7—Item 1) 40,880 lbs. hides, cow, raw, wet or green, salted, 42-50 lbs. average; item 2) 122,640 lbs. hides, branded steer, raw, wet or green, salted, 65-75 lbs. Average. Delivery between November 16 and 30 to San Francisco Port of Embarkation.

Brief Cases

November 3, 1952 — General Services Administration, Region 2, 250 Hudson St., New York 13, has issued Invitation No. NY-3K-41455 calling for bids on 2,282 leather brief cases.

Harness Leather

November 3, 1952 — General Stores Supply Office, 700 Robbins Ave., Philadelphia, Pa., has issued Invitation No. 2-1188 covering bids on 2,000 lbs. lightweight harness leather, cattlehide sides, specification KK-L-171C, Type B.; and 34,000 lbs. cattlehide rigging leather, full

grain, various sizes, specification KK-L-241B.

Safety Shoes

November 5, 1952—Army Services Agency, New York, has issued Invitation TAP-30-352-53-5 covering bids on russet shoes, safety toe, oil resistant sole, mildew resistant; 17,964 pairs tariff sizes, 1,032 pairs supplemental sizes. Specification MIL-S-10773 (QMC) dated Dec. 15, 1950, Class I, russet, 100% overseas packing. Delivery to various destinations beginning Jan. 31, 1953, and completed by April 30, 1953.

Overshoes

November 20, 1952 — TAP-30-352-53-6—48,000 pairs overshoes, rubber man's high 5-buckle fastening, M-45; FOB Destination; 100% Export Pack. Deliveries must be completed during April, May and June of next year. Opening, 2 p.m., New York.

Leather Welting

November 21, 1952 — TAP-30-352-53-NEG-13 — 16,050 ft. (5,350 yds.) leather, welt, heavy, width 17/32, thickness 1/8"; 100% domestic pack. a) 8,025 ft. (2,675 yds.) for Ogden, Utah, to be delivered during February 1953; b) 8,025 ft. (2,675 yds.) for Schenectady, N. Y., for delivery during March 1953.

OPEN NEEDLE BIDS

C. S. Osborne & Co., Harrison, N. J., was low bidder at the opening of Army Invitation QM-30-280-53-277, offering to supply items 1a and 1b—2,600 pkg. and 1,200 pkg. re-

spectively of 12s leather lacing needles—at .28 per pkg.; 60 days acceptance, net.

Low bidder for item 2—100 pkg. sewing machine needles, class 29 x 3, No. 21, with round point—was MacPherson Leather Co., San Francisco, with an offer to supply all at \$2.85 per pkg.; 60 days acceptance, net. MacPherson also bid on items 1a and 1b at .3325 per pkg. and on item 3 at \$5.60 per pkg.

Lowest quotation for item 3—100 pkg. sewing machine needles, class 126 x 11, No. 21, round point—came from Dubrow & Hearn, N.Y.C. which offered to supply all at \$4.925 per pkg.; 30 days acceptance, 2% in 30 days. D&H also quoted prices on the other two items: 1a and 1b at .30; and item 2 at \$2.95.

CANADIAN BOOM

(Continued from Page 13)

producer remarked, "By making it financially difficult for the tanner to operate we only hurt ourselves in the long run."

The answers behind the upsurge in leather output are the same as apply to the U. S. leather industry at present. Shoe production is functioning at a wholesome level, as are most leather-consuming industries. For example, there is good likelihood that Canada may surpass its record shoe output mark of 36,000,000 pairs, made in 1949. There is possibility that 1952 may bring a new record of around 37,000,000 pairs, as compared with 32,900,000 last year.

The Canadian shoe and leather industry experienced the same 1951 slump as happened in the U. S.—and is now experiencing the same healthy bounce-back. At the recent Canadian Shoe and Leather Fair, held in Toronto October 14-18, there was strong optimism of continued brisk activity in both the shoe and leather industry, and going right through to the retailers. All look for a busy spring season, though nobody is guessing beyond that point.

All the Canadian tanners interviewed by LEATHER AND SHOES in Toronto last week expressed confidence that their participation in the promotional program of the Leather Industries of America, Inc., was going to bring favorable results. Some results—not yet large or fully tangible—have begun to show up.

The feeling is that the tanning industry should no longer be resigned to riding high or low on the economic wave of the moment.

In the picture



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GAYWOOD

"SHOE TRIMMINGS"

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JOINS INTERNATIONAL

Leonard Norsworthy, formerly with the research division of United Shoe Machinery Corp., has been named operations manager at International Shoe Machine Corp. of Cambridge, Mass., according to J. S. Kamborian, president of the firm.

A graduate of Haverford College in 1938 and Harvard Business School in 1940, Norsworthy has most recently been active as manager of the Defense Regulations Division. During the past war, he was chief of the Footwear and Leather Section, Military Planning Division of the Quartermaster General. In this capacity he was responsible for all footwear and leather products purchased by the Quartermaster.

EASTMAN JOINS SANDLER

Jack Sandler, president of Sandler of Boston, has announced that L. B. Eastman, formerly executive vice president of Joyce, Inc., has assumed the position of vice president of Travel Master Shoemakers, Inc., Lynn, Mass.

The new company will produce a very fine quality hand-sewn women's tailored shoe, according to Sandler. They will be manufactured under the direction of Francesco Sarra, and will be marketed under the name of "Travel Masters by Francesco Sarra."

Eastman will direct the over-all merchandising of this new company,

but will temporarily concentrate his efforts in the western part of the United States. He will also be merchandising other special shoe products.

Travel Masters will be manufactured and marketed independent of the regular Sandler of Boston organization.

HEAD CANADIAN TANNERS



Newly-elected officers of the Tanners' Association of Canada are (left to right): Lucien Blouin, J. R. Payan, both members of the board of directors; Charles Robson, first vice president; Abbott Conway, president; K. L. Montgomery, E. L. O'ram and George F. Frickie, members of the board.

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John A. Dauer, 177 William Street, New York 7, N. Y.

Industrial Leathers, 722 East Washington Blvd., Los Angeles, Calif.

INTERNATIONAL SHOE HOLDING PRICE LEVEL

Despite the increased cost of cattle-hides during the past six months, International Shoe Co. is "holding prices generally at the reduced level established last April 1," according to Edgar E. Rand.

In a talk before the company's several sales divisions at the introduction of spring lines, Rand said International considered it against the public interest to raise its prices at this time.

"Shoe retailers have been plagued during two years with frequent price changes both up and down, with the result that stability merchandising has been difficult to attain," he pointed out. "We are doing what we can to prevent erratic prices."

The company will charge slightly higher prices on a few of its calfskin lines since calfskin leathers have increased even more sharply than others. "It is our estimate that the trend of the hide market for the near future will probably permit us to hold our present price level. We see no likelihood of lower shoe prices during the coming season of spring 1953."

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Soft for comfort . . . most adaptable to laced moccasins and casual shoes . . . the finest full grain you've ever seen . . . truly it is moccasin cowhide at its best . . . in all the most fashionable and original colors.

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• **Ray Harrison**, formerly with Beckwith Box Toe Co., has joined Stedfast Rubber Co. of Mattapan, Mass., as sales promotion manager. Harrison, who is well-known throughout the shoe manufacturing industry in New England, will have charge of Stedfast merchandising and promotion. His appointment was effective on Oct. 20.

• **Helen M. Lawson** has been appointed by Davis Leather Co. of Newmarket, Ont., Canada, as Style and Promotion Coordinator. She is the



first woman to be appointed by a Canadian tanner to serve in this position. She has been active for several years in selling and promotional work in fashion fields, both in the U. S. and Canada.

• **Leslie Lawrence**, shoe designer with Bata Shoe Co. in Tilsbury, England, is currently in the U. S. examining the various shoe manufacturing processes and last styles in order to introduce the American note into British shoes. Lawrence is especially interested in American cements and adhesives which can be used in making Bonwelt and stitchdown welt shoes. These cements are not available in England at this time. He is accompanied by **Frank Maltby**, manager of the Bata plant at Brussels, Belgium, who is in the U. S. on a similar quest. Maltby reports that Belgium is now in an excellent "dollar" position to purchase American merchandise.

• **Joseph S. Stern, Jr.**, has been elected president of Roth, Rauh &

Heckel, Inc., Ripley, O., shoe manufacturer now operating as a wholly-owned subsidiary of United States Shoe Corp. The latter recently purchased all stock of the Ripley firm.

• **James C. Graham** has joined the New York City office of Howard Dietrich and Son, Inc. Graham was formerly with George H. Elliott & Co., Chicago hide firm. Peter Mackanin, recently with the Commodity Exchange, Inc., in New York, is now with Dietrich's Chicago office.

• **John Davis**, formerly with International Shoe Machine Corp. of Cambridge, Mass., and previously with Feature Footwear Co. of Montreal, Canada, is now with Littleton Shoe Co., new shoe firm in Littleton, N. H. Davis is assistant to superintendent Leslie Drucker.

• **J. E. "Jack" Taylor** has taken over new duties in the New York sales office of A. C. Lawrence Leather Co. Taylor has been covering the New England territory for the company.

• **Edward E. Cohen**, president and treasurer of Way Leather Co., Boston, has received the honorary degree of Doctor of Commercial Science at the Tufts College Centennial Assembly. Cohen was cited by President Leonard



Carmichael of Tufts as "an industrial leader and warm-hearted lover of humanity who has advanced the economic welfare of New England and who has helped and improved the educational and medical institutions of your native state."



It's a Rugged Job
BUT "CELASTIC" BOX TOES
 ASSURE TOE COMFORT

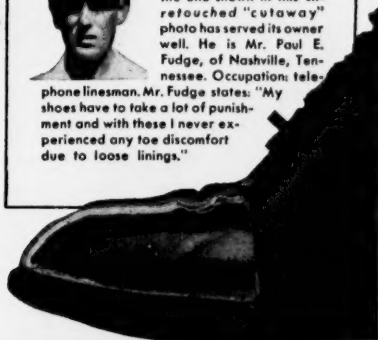
The wearer may not know his box toes are "Celastic" nor even that he has box toes in his shoes, but he does recognize toe comfort and pleasant toe freedom without wrinkled toe linings.

"Celastic" is designed not only for rough usage, but for every day comfort in shoes of many styles... men's, women's and children's. "Celastic" duplicates the contours of the toe of the last and forms a structural shape over the toes. Because of this "Celastic" is a measure of *quality protection* for the designer and manufacturer... a feature that builds customer loyalty for the retailer. It assures proper preservation of toe style and toe comfort, in play shoes, in street shoes... and in work shoes.



Like all Celastic Box Toes, the one shown in this un-retouched "cutaway" photo has served its owner well. He is Mr. Paul E. Fudge, of Nashville, Tennessee. Occupation: tele-

phone linesman. Mr. Fudge states: "My shoes have to take a lot of punishment and with these I never experienced any toe discomfort due to loose linings."



*Celastic is a registered trademark of the Celastic Corp.

UNITED SHOE MACHINERY CORPORATION
 BOSTON, MASSACHUSETTS

SEASONAL SLOWDOWN RULES MOST LEATHER MARKETS

Chicago Conventions, Pre-Shoe Fair Week Combine To Keep Activity Down

New York Market

Upper Leather: This market slow recently and this week it is hard to find many people around due to the Tanners' Council convention in Chicago. Leather being sold but it is mostly fill-in nature. Prices on large spread elk of 4 to 4½ ounce remain between 40-42c and down and combination tannages of the same weight leather around 47c and down. While better demand was for combination tanned leather, new orders have slowed up a little while on elk business has picked up. Some price resistance noted in elk chrome leather but tanners have not shaded their lists more than a cent.

Calf Leather: Prices remain fairly firm here on both women's weight suede and smooth calf but leather salesmen in this district are not too worried about lists as their tanneries have all they can do to deliver orders taken in the past. Suede lists from 90-95c and down while

smooth is 90-85c and down and there is price resistance at these levels. Some tanners report they are getting full list prices on what new business they have taken while others have had price resistance and cannot get full list prices. For example, one tanner has a list of 90c and down on suede, women's weight, and has taken orders at 85c and down on smooth. Another with a list of 85c has taken 80c and down on new business. However, business has been mostly fill-in orders as they are behind on their deliveries.

Sole Leather: Heavy weight bends, 10 iron and up and 9/10 iron still scarce and while some tanners continue to sell at 53c for 10 iron and up others have reported selling up to 56c. On 9/10 iron some sell at 56c and others report getting 2c more. However, one trader reported that after visiting a good number of large shoe manufacturers he heard that these buyers have not paid more than 53c for 10 iron and up and 56c for 9/10 iron bends. Light weights are 67 to 70 cents and middle weights 60 to 65 cents.

Bellies remain unchanged with most of the trading reported in this area running from 24-25 cents though some say 26c and others that they have obtained good bends at 23c. Double rough shoulders remain about the most active with 47c to 52c being paid as to weight.

Sole Spotty

Not much new business in Boston sole leather market this week. Sole sales have been dragging in past few weeks and fact that many shoe manufacturers as well as tanners are in Chicago for this and next week does not help situation. What business is done finds buyers showing a good deal of price resistance.

Good heavy bends still scarce, generally bring up to 53-54c when found. Same is true of 9/10 irons which hold steady at 56c and below. Lesser quality bends hard to move. Medium bends slower at 62c and below; lights fair at 70c and down.

Sole Offal Slow

Not much doing in this market, according to Boston sole offal tanners and dealers. New business al-

most at standstill and tanners have only a little old business to work on. What business there is falls mainly on two selections: bellies and double rough shoulders. Other leathers go begging.

Prices as follows: bellies 23-25c with best grades only at top price. Double rough shoulders at 52-53c and down for best lightweights. Below 50c for medium weights and in mid-40's for heavies. Not enough single shoulders selling to establish market. Heads quiet around 15c, fore shanks at 13-16c, hind shanks at 18-20c.

Calf Slack

Boston calf tanners, who have had one of their most active Octobers in years, report a slowing up this week. Part of it is seasonal, part due to various shows and meetings in Chicago, but most to price situation. Shoe manufacturers show good deal of resistance to recent increases in calf leathers; many turning back to kips. Calf tanners have no choice in situation — higher skin prices have forced them to cover replacement costs.

Prices as before. Men's weight smooth calf at \$1.05 and down; better sales in middle 80's. Women's weight smooth at 95c and down; volume at 80c and below. Suede tops at \$1.05; interest at 90c and below.

Sheep Same

No change in this market. Sheep linings find a good deal of resistance on prices, competition from other leathers, but still do steady business. Price range has shown little if any change over recent months.

Russet linings still at 24c and below; boot linings bring 24-25c, shoe linings 14-18c. Colored vegetable linings fair at 22-24c; chrome linings sell at 27c and below. Garment suede active as usual; best business around 30c level. Garment grain draggy in mid and low 20's. Tanners report horsehides having one of best seasons from garment manufacturers. This has hit garment sheep market.

Sides Fair; Kip Better

Boston side leather tanners report some business although a good deal less than in recent weeks. For one thing, many buyers are at Shoe Fair in Chicago. However, this does not have too much effect on kip leathers which now enjoy good amount of business from former calf-users. Kip tanners report booking through Dec. with all rushing to keep up with demand.

Prices generally unchanged. Better grade chrome corrected kips at 56c

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and below for HM weights. Corrected vegetable kips also at 56c. Combination-tanned kips, 4-4½ oz., generally at 54-55c with some tanners a bit above this.

Combination-tanned extremes bring 50c and below for 4-4½ oz. wanted hides. Chrome-tanned extremes not too active at 45c and down. Work shoe retan moves fairly well at 42c and below.

Splits Fair

Not much change in this market. Boston splits tanners report good interest in heavyweight suede splits, priced at 44c and down. Women's weight suede splits move at 37c and down for black and colors. Linings still hold between 20-30c with interest at 21-23c. Gussets fair.

Glove Leather Wanted

Cold weather doing its part to increase demand for leather gloves. Many late buyers finding it impossible to place orders for Christmas delivery. Men's gloves will be especially scarce. Fur linings are up \$3 a dozen and almost impossible to buy.

As usual low priced leathers the leaders. All heavy weights at 25c or under can be moved. Light weights for youths and boys in good demand. The number ones bring 25c, the seconds 20c and the pigtex grade 18c. Brown and black are the most popular colors.

Suedes moving slowly at 34c for top domestics and 28c for seconds. Absolutely no demand for light weights. Sudan suedes offered at about 50c for a cuttable grade. Pigskins enjoying a fairly steady sale with some concessions made on the medium priced grades. Buyers generally limit purchases to immediate needs.

Kid Good

Kid leather tanners of Philadelphia report that business is fairly good. Black suede still in demand. At this point people have given up speculating how much longer it can last and making their plans for production.

Production of white suede seems to have gotten off to a rather late start. Present indications are that it will not live up to original hopes. Glazed in some demand in black. Shoe manufacturers "still playing around with colors" but many tanners, at present, are only making up colored glazed to order. There are many orders coming in for colored glazed, with everyone wanting something differ-

ent. Right now there is such a variety of shades selling that it is almost bewildering — nothing has emerged as "the color" of the year.

Slipper leather still very slow. Tanners said that they found slipper manufacturers adamant when they talked prices — when the potential buyers couldn't get their own prices, they just didn't place orders. This was considered an indication that they just weren't too interested in kid leathers. Some slipper leather is going fairly well in a variety of colors to the cowboy boot trade.

Linings continue to sell fairly well. There is considerable talk about

crushed. Many tanners thinking of going into production because of expected demand. Satin mats considered a dead issue by most tanners.

Price lists remain as quoted for the last several months. In individual instances, adjustments are made, but for the most part tanners try to stick to their list prices.

Average prices quoted:

Suede 32c-92c
Glazed 25c-92c
Linings 25c-60c
Slipper 25c-60c
Crushed 35c-75c
Satin Mats 69c-1.20



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Belting Moving

Belting leather tanners of Philadelphia report good business continuing. Only drawback right now is shortages in medium and heavier weight butt bends. Shoulders still selling well.

Carriers are also reporting continued good sales in shoulders. Curried bend butts remain in good demand. Since all prices have been at an unchanged level carriers are also able to maintain their prices. Most tanners well satisfied with the present business situation and expect it to continue at least in the immediate future.

AVERAGE CURRIED LEATHER PRICES				
Curried Belting	Best Selece.	No. 2	No. 3	
Butt Bends	1.22-1.35	1.18-1.30	1.14-1.20	
Centers 12"	1.52-1.62	1.39-1.57	1.26-1.35	
Centers 24"-28"	1.45-1.58	1.39-1.53	1.30	
Centers 30"	1.39-1.52	1.34-1.46	1.29-1.30	
Wide Sides	1.12-1.28	1.08-1.23	1.01-1.08	
Narrow Sides	1.04-1.20	1.00-1.16	.94-1.00	

Premiums to be added Ex Heavy minus 2c to plus 5c; Light plus 10; Ex. Light plus 14c.

Garment Active

Although all types of leather suffered setbacks within the past year with most kinds recovering rather slowly from the low point reached about six months ago, the revival of horse hide and suede sheepskin garment leather has been outstanding. Now reported that "sheer-suede" is making a comeback with tanners making up this leather in light weights or as light as glove leather. The finish is soft as velvet with a wide range of colors for coats, jackets and even skirts. Some of the colors are: Claret, Pimlico purple, Turf Green, Irish Green, Camel, Beige, Copper, Burnt Mocha, Chamois, Tallyho Red, Blue Sparkle and Sailor Blue.

At the same time, standard lines have been moving well. Some additional scattered sales reported in both horse hide and sheepskin garment leathers this week. There has been substantial reordering of more gar-

ment leather to fill-in depleted inventories.

Manufacturers of coats and jackets have received large orders in recent weeks for horse hide and particularly suede sheepskin garment leathers and deliveries to wholesale houses and retailers as well will be substantial right up to Christmas and possibly well into winter months.

Market for horsehide garment leather of good tannage considered firm at 38c and down. Suede sheepskin garment leather in better tannages still brings 30-32c and down with a lot of leather sold at 28c and down. Grain finish is still not moving in brisk fashion but occasionally sells at various prices ranging at 28-29c and down for best lots and ordinary lots at 26c and down.

Bag, Case and Strap Spotty

Business in bag, case and strap leathers spotty. Buyers, however, still inclined to hold purchases to moderate quantities and show no desire to increase inventories. Purchasing, in most instances, for replacement and usually to cover immediate or nearby requirements.

Case leather unchanged at 48c for 2 1/2 ounce and 52c for 3 ounce. Strap leather in russet finish still listed at unchanged prices, Grade A holding at 55-58c for 4 5 ounce, 57-59c for 5/6 ounce; 59-61c for 6/7 ounce; 61-63c for 7/8 ounce; 63-65c for 8/9 ounce; 66-68c for 9/10 ounce and 69-71c for 10/11 ounce. B grade is listed at 4c less and C grade another 4c less. Colors are 2c over russet and glazed brings 3c more.

Work Glove Same

Prices remain quotable unchanged on work glove splits with LM weight ranging 14-15c for No. 1 grade, 13-14c for No. 2 grade and 12-13c for No. 3 grade. M weight alone continues quotable up to 16c, 15c and 14c for the three respective grades.

Tanning Materials Steady

Market continues generally unchanged this week. Prices at same levels as recently, sales moderate. A good deal of this may be due to fact many buyers are in Chicago this week.

Raw Tanning Materials

Divi Divi, Dom., 45% basis shp't. bag	\$79.00-\$72.00
Wattle bark, ton	"Fair Average" \$103.00
	"Merchantable" \$ 98.00
Sumac, 28% leaf	\$115.00
Ground	\$115.00
Myrobalans, J. 1's	\$40.00-\$48.00
Genuine	\$62.00
Crushed, 40%	\$84.00
Valonia Cups, 30-32% guaranteed	\$45.00
Valonia Beards, 42% guaranteed	\$45.00
Mangrove Bark, 30% So. Am.	\$40.00
Mangrove Bark, 35% E. African	\$79.00-\$81.00

Tanning Extracts

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	
Tank cars	4.25
Barrels, c.l.	5.10
Barrels, l.c.l.	5.42
Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant	
Bags, c.l.	10.92
Bags, l.c.l.	11.45
Cutch, solid Borneo, 55% tannin, plus duty	.08%
Hemlock Extract, 25% tannin, tk. cars f.o.b. works	.0625
bbls. c.l.	.06%
Oak bark extract, 25% tannin, lb. bbls. 4 1/2-4 3/4, lks.	.06%
Quebracho extract	
Solid, ord., basis 63% tannin, c.l. plus duty	.11 31/64
Solid clar., basis 64% tannin, c.l.	.12 3/16
Liquid basis, 35% tannin, bbls. ground extract	
Wattle extract, solid, c.l. (plus duty) So. African	.11%
Wattle extract, solid, c.l. (plus duty) East African	.11
Powdered super spruce, bags, c.l. 95% l.c.l.	.05%
Spruce extract, tks., f.o.b. wks.	.01%
Myrobalan extract, solid, 56% tannin, (plus duty)	.07%
Myrobalan extract, powdered, 60% tannin (plus duty)	.10
Valonia extract, powdered, 62% tannin (plus duty)	.09%
Oak Bark Extract, Powdered, Swedish, 65% tannin	.12
Quebracho Extract, Powdered, Swedish spray dried, 60% tannin	.16
Wattle Extract, Powdered, Swedish, 73% tannin	.15%
Powdered Spruce, spray dried, Swedish	.3%
Myrobalan, Swedish, Powdered 68-70%	.11%
Oakwood, Swedish, solid, 60-62%	.11%
Oakwood, Swedish, powdered, 64-66%	.12
Larchbark, Swedish, solid 54-56%	.11%
Larchbark, powdered Swedish Spray-dried, 60-62%	.12%

Tanners' Oils

Cod Oil, Ndd., loose basis, gal.	\$1.00-\$1.05
Cod, sulphonated, pure 25% moisture	.14
Cod, sulphonated, 25% added mineral	.12
Castor oil, No. 1 C.P. drs. l.c.l.	.29%
Sulphonated castor oil, 75%	.26%
Linseed oil tks., f.o.b. Minn.	.15
drums	.15
Neatsfoot, 20" C.T.	.30
Neatsfoot, 30" C.T.	.28
Neatsfoot, prime drums, c.l.	.16
l.c.l.	.18
Neatsfoot, sulphonated, 75%	.16%-17%
Olive, denatured, drs. gal.	2.10
Waterless Moellon	.16
Artificial Moellon, 25% moisture	.13
Chamois Moellon, 25% moisture	.12
Common degreas	.15
Neutral degreas	.20-.22
Sulphonated Tallow, 75%	.12-.13
Sulphonated Tallow, 50%	.08-.09
Sponging compound	.14
split Oil	.11-.12
Sulphonated sperm, 25% moisture	.14-.15
Petroleum Oils, 200 seconds visc., tks., f.o.b.	.17
Petroleum Oils, 150 seconds visc., tks., f.o.b.	.16
Petroleum Oils, 100 seconds visc., tks., f.o.b.	.14

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PACKER HIDES SALES MODERATE AS PRICES HOLD STEADY

Some Price Adjustments Noted As Market Continues Erratic

Big Packers Moderate

Despite the fact that most hide dealers and brokers as well as tanners were busy attending the various conventions held in Chicago this week, a moderate volume of business done in the big packer market. Some of the buying was induced by renewed threats of a packing-house strike. Packers and union representatives still negotiating for a new contract. As a result, brokerage sources reported that with the possibility of walkouts again at various plants, some orders for several selections of hides were placed with packers for "insurance purposes."

Prices paid considered steady for the most part. One selection heavy native cows has been somewhat erratic. Following volume business totaling close to 15,000 hides at a decline of 1c, a recovery of a half cent recorded later when several cars sold at 16½¢.

A few other price adjustments including trading at 20¢ for 4,500 ex. light native steers of Sept.-Oct. takeoff, a half cent advance.

Latest reported sale of light branded steers totaling 2,600 also of Sept.-Oct. takeoff at 15½¢, a half cent decline. Because of the mixed situation, traders found it difficult to quote on ex-light branded steers but figured it was somewhere between 17½¢ and 18¢.

Discounting of prices on branded cows from distant points such as Denver, Ogden, Scottsbluff and Salt Lake City, which were sold down to 14½¢, because of the longer freight haul. Regular northern and river points in demand on steady basis of 15¢ and lighter average southwestern bringing the usual half cent premium. Tanners are more aware of high freight costs involved when purchasing rawstock from distant production points.

Recent trading in bulls. St. Paul production brings 10¢ for natives and 9¢ for brands while river points a cent less and southwestern 1½¢ under these prices Oct. takeoff involved. As a result, a rather wide spread in values on bulls, ranging from 8½¢ to 10¢ on natives and

7½-9¢ on brands, depending upon production points.

One selection which sold in good volume early this week was heavy native steers which brought 16¢ while butt branded sold at 13½¢, steady. Big four packers rather slow accepting 12½¢ on Colorado steers which was taken by independent killers.

Independents Selling

Large midwestern independent packers seem committed to same policy big four packers have followed—that of selling freely and maintaining as closely sold up position as possible. Additional sales of heavy native steers made this week at 16¢ by several killers and some business in butt branded steers at 13½¢ and Colorados at 12½¢. Scattered sales of other selections reported, mostly on the same basis as big packers.

New York packers again realized 16½¢ on heavy native steers and, despite heavy kosher content, premium paid attributed to saving in freight costs to the buyers.

Latest Pacific Coast trading totaled 6,200 hides of rather light average weight sold by big packers at 13½¢ for butts, 13¢ Colorados, 15¢ light branded steers, 17¢ ex-light branded

HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close Oct. 23	Close Oct. 16	High For Week	Low For Week	Net Change
January	15.45B	14.70	15.52	14.85	+75
April	14.75T	14.20	14.75	14.40	+55
July	14.55T	14.10	14.57	14.25	+45
October	14.35B	13.98	14.43	14.20	+37
January	14.25B	13.86			+39
April	14.15B	13.75			+40

Total sales: 169 lots

HIDE AND SKIN QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago	Suspended Ceilings
Heavy native steers	16	16	16	31	28
Light native steers	18	18	18	32½	31½
Ex. light native steers	20	19½	19½	33½	34
Heavy native cows	16½	17	17½-18	30	29
Light native cows	17½-18	17½-18½	17½-18½	30	31-32
Heavy Texas steers	13½	13½	13½	26	25
Butt branded steers	13½	13½	13½	26	25
Light Texas steers	15½	16	15½	29	29½
Ex. light Texas steers	17½-18N	18	18	31	32
Colorado steers	12½	12½-13	13	25	24½
Branded cows	15 -15½	15 -15½	15½	28	28½-29
Native bulls	8½-10	9½-10	9½-10	23	20
Branded bulls	7½-9	8½-9	8½-9	22	19
Packer calfskins	42½-50	42½-50	42½-50	45	50
Packer kipskins	28 -40	28 -40	28 -40	35	40



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steers and 14½¢ for branded cows, fob. shipping points.

Country Hides Better

There seemed a better undertone in this market. A few more regular lots of mixed country allweights brought 11c. flat trimmed fob. shipping points and more could have been moved on that basis but sellers inclined to try for more money again. Better productions have brought up to 11½¢., particularly if located at shorter freight points.

In some quarters, less desirable lots of all renderer hides sold at various country points at 10-10½¢ fob. Meanwhile, choice light hides avg. 40-42 lbs. again brought 12½¢ fob.

Calf and Kip Inactive

Big packer market rather conspicuous by its inactivity. Tanners have shown interest in calf from time to time but have found little or nothing offered since packers sold up pretty well through this month in last trading.

Meanwhile, market considered nominally 47½-42½¢ for St. Louis and River points, 47½-45½¢ for Wisconsin heavy and light calf and

up to 50¢ for northern heavies including St. Paul.

No new trading in kip reported since riverpoints sold at 32½¢ with overweights at 28¢. Some quarters consider southern nominally around 30¢ for kip and 26½¢ for overweights. Last reported sale of large hairless at 75¢.

Small packer calf last reported sold at 37½-40¢ while kip ranged 27½-30¢, the outside paid for some very choice skins. Light avg. country calf quoted up to 19-20¢ while kip last brought 16½-17¢. Some sellers trying for 17½¢ on kip find buyer resistance.

Small Packers Lag

Trading in small packer hides not very brisk of late. A few special lots of small packer hides sold, comprised of some 30-60 lb. midwestern steers at 15¢ selected fob. Also, a car of midwestern small packer plump heavy cows averaging 60-61 lbs. sold at 15¢ selected fob. In the regular lots of small packer allweights, some business done in the medium averages from 48 up to 53 lbs. at 15¢ selected fob.

In a few instances, a half cent less was taken and in other cases a half

cent more was realized, all depending upon descriptions of hides involved, whether plumps or spreadies, average weights and also shipping costs.

Heavier average allweights nominally unchanged and lighter average productions including southwesterns remained quotable around last prices. Some very good small packer bulls averaging around 80 lbs. brought up to 8½¢ selected fob. shipping points. Other lots, usually heavier, last sold at 8¢.

Horsehides Scattered

A few sales reported, buyers purchasing good lots of northern slaughterer type untrimmed hides at prices within the range of \$7.25-7.75 fob. shipping points, the outside figure realized for best productions. Trimmed hides ranged \$6.50-7.00 fob. Ordinary and less desirable lots of horse hides slow selling.

Some southern of light average and containing varying percentages of mules sold from \$6.00 down to as low as \$5.00 untrimmed, fob. shipping points. Cut stock has a little business in fronts of good quality at \$5.50-5.75, the outside price for heavier northern type.

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Butts meet with some buyer resistance, several outlets talking down to \$1.75 but last sales of good lots at \$2.00-2.10 for 22" and up. Whether choice lots of butts would bring premiums such as \$2.25 hard to say at this time.

Sheep Pelts Steady

This market seems to have steadied for the present. Big packer clips bring \$2.50-2.75, No. 1 shearlings \$2.25 and up to \$2.30; No. 2 shearlings \$1.70 and No. 3's up to \$1.10. Midwestern packer October lamb pelts quoted unchanged at \$2.60-2.75 per cwt. liveweight basis, as based on last reported sales. Full wool dry pelts are quoted unchanged at 28-30c fob. for carload lots. Pickled skins sold up to \$11.00 per dozen and reports that some better quality sheep and lambs have brought more, possibly \$11.50 per dozen.

Dry Sheepskins Slack

Selling quarters report difficulty in interesting buyers in the few offers they are receiving from shippers. Asking prices still generally above buyers' views and only odd lot sales can be confirmed from time to time. Shippers at origin seem to have no difficulty in keeping well sold up, even though American buyers are out of their markets.

Some offerings of 1,000-lb. Paprah slats with shippers asking \$9.75 per dozen way out of line with buyers' ideas here. However, shippers claim that they are selling slats to Europe on a measurement basis at prices that figure around \$10.00 per dozen, with Italy a big buyer. Italy also operating in Peruvian slats at prices well above what buyers here claim they can pay.

Wool sheep markets remain firm at origin. At last Australian auctions, Melbourne cables state long merinos and spring lambs were two to three pence dearer, all other descriptions par to one pence dearer. At Sydney, 52,500 skins were offered and generally one to three pence dearer. Buyers here have again withdrawn from the market following recent flurry.

Hair sheep markets quiet and nominal. An easier tone to Brazil cabretas and offers of regulars at \$12.00 fob. failed to interest buyers. Bid of \$13.25 for 70% regulars and 30% specials indicated.

Other varieties of hair sheep difficult to quote as selling quarters state that they cannot get buyers even to return bids while shippers are not offering.

Cape gloves, Mochas, Mombasas and dry salted Sudans said to be selling in Europe without any difficulty. About 10,000 Nigerian sheep sold

at 60c per lb., basis prime Kanos, with a few skins said to be available at origin.

Pickled Skins Firmer

Domestic market somewhat firmer as sales made of sheep and lambs at \$11.00 per dozen and some better lots commanded 50c more. Foreign varieties slow and nominal. Practically no New Zealand skins available and new season still about 4 to 6 weeks off. South American varieties too high for this market and same is true of Spanish skins. Occasional sales noted of Iranian sheepskins on spot.

Reptiles Limited

Due to limited offerings, trading has slowed up. Another lot of 5,000 Madras bark tanned cobras, 4 inches up, averaging 4½ inches, 80/20 selection, sold at 47c. Some shippers ask 50c for skins 70/30 selection and a bid of 45c refused for skins 60/40 selection.

A combined offering of Madras bark tanned whips, 4 inches up, averaging 4½ inches, 70/30 selection, with skins averaging 4¾ inches at 76c failed to result in sale as buyers' ideas were slightly less and shipper unwilling to shade asking figure.

There is interest in whips but at a price. Bark tanned water snakes, 60/30/10 selection, held at 10c while

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offers of alum tanned water snakes too high for buyers, especially as shipment is for next year.

Small sales of lizards with some wet salted Bengal back cuts, 10 inches up, averaging 11 inches, 80/20 selection, at 64c and wet salted Agra back cuts, 9 inches up, averaging 10 inches, 80/20 selection, at 26c.

Siam market nominal as buyers and sellers apart in their ideas for ring lizards; about the only selection that is salable in this market. Brazil market has ruled quiet as very few offers were received.

Deerskins Sold Up

Following late activity in Brazil

"jacks" at 72c fob., basis importers, buyers seem to have satisfied their requirements and are either out of the market or talk lower levels. Shippers remain firm at origin and indicate ideas of 75c fob., as they are in a well-sold-up position. A bid of 72c fob. refused for a spot lot. No offers of Siam deer but elks available although not salable.

New Zealand market nominal awaiting sales. Too early for new offerings.

Domestic market beginning to open up and some sales made at around \$1.75 per skin. These are early season skins and not from best

sections. While market is expected to open below last season, better quality skins will probably be higher.

Pigskins Mixed

Relatively few sales confirmed for shipment as most buyers still busy with this season's orders and when in the market pick up spot lots of raw stock or the finished leather. A small lot of Manaos black peccaries on spot sold at \$1.65, basis manufacturers. A spot lot of Maranhao-Piahy peccaries, 90% greys, sold at \$1.40.

Shippers at origin quite firm as they report interest from European buyers, who, while asking for special selections, are willing to pay premiums in order to obtain wanted lines. Chaco carpinchos firmer and sellers now ask \$2.60-2.65 fob., some 10-15c above recent trading levels.

Goatskin Prices

INDIA & PAKISTAN	Today	Last Month
Amritsara (1200 lbs.)	\$8-8½	\$8-8½
Best Patna	\$5½-6	\$5.50
Mosuffarpore	\$6½-7	\$5½-6½
Dinajpore	\$7½	Nom.
Dacca	Nom.	Nom.
Calcutta Killa	Nom.	\$7-7½
Coconadas (1.70/1.80 lbs.)	\$8½-9¼	\$8.75
Deccans (1.70/1.80 lbs.)	\$8½-9¼	\$8.75

CHINAS	Today	Last Month
Szechuan, lbs.	Nom.	Nom.
Hankow, lbs.	Nom.	Nom.
Chowking, ds.	Nom.	Nom.

MOCHAS	Today	Last Month
Berberah	\$8.75	\$8.50
Hodidaha	Nom.	Nom.
Batla	\$12-12½	\$12
Batla type	\$9½-10¼	\$9.70
Addis-ababa	\$8.50	\$8.50

AFRICANS	Today	Last Month
Algiers	\$9-10	\$8.25
Casablanca	Nom.	Nom.
Marrakech	Nom.	Nom.
Constantine	Nom.	Nom.
Oran	Nom.	\$8.25
Tangiers	Nom.	Nom.
West Province Ex. Lds.	42c	42c
Port Elizabeth Ex. Lds.	40c	40c
Nigerians lbs.	92-93c	88c
Momassas ds.	\$9.30-10	\$9½-10½

LATIN AMERICANS	Today	Last Month
Mexicans		
Matanzas, etc. (fat)	Nom.	Nom.
Oaxaca	Nom.	Nom.

Venezuelans	Today	Last Month
Barquisimeto	40-41c	38½
Coro	38½	38½
Maracaibo	Nom.	33c
La Guayra	Nom.	Nom.

Colombians	Today	Last Month
Rio Hache	Nom.	Nom.
Bogota	Nom.	Nom.

West Indies	Today	Last Month
Jamaica	Nom.	64½
Haitians	42-43½	41c
San Domingo	38½c	37c

Brazils	Today	Last Month
Ceara	68-70c	63c
Pernambuco	68-71c	63-64c
Bahia	Nom.	Nom.

Argentines	Today	Last Month
Cordoba/Santiago	48c	Nom.
Pampas	37½c	35c

Peruvians	Today	Last Month
Paytas	38½c	37c
Ayacuchos	41c	44c

HYDRODITE

Leather Finishes

Quality leather finish is one of the prime ingredients that contributes to the art of making fine leather.

Many years of experience together with uniformly high standards of production have helped to give HYDRODITE its respected position in the leather industry.

The producers of HYDRODITE invite you to make use of their research laboratory and technical staff.

BRANCHES: Drexel Bldg., Philadelphia;
Union, N. J.; Salem, Mass.

A. J. & J. O. PILA[R

Leather Finish Specialists

CHAPEL ST. & LISTER AVE., NEWARK, N. J.

QUALITY SINCE 1887

You can depend on

Since 1887, ATLAS has served the tanning industry with oils of proven quality and uniformity.

Each ATLAS product is made to definite specifications and is handled from its crude form to insure the ATLAS Standard of Quality.



ATLAS
REFINERY, Inc.

142 LOCKWOOD ST., NEWARK, N. J.

ATLAS
Guaranteed
OILS

Neatsfoot Oils
Sulphonated Cod Oils
Sulphonated Neatsfoot Oils
Split Oils
Mellens
and many
Specialty Products

Come to ATLAS with your production problems.

NEWS QUICKS

About people and happenings coast to coast

New Jersey

- **Charles S. Fields, Inc.**, of Lodi has announced the development of a new persian vinyl calf for use in shoes. It is described as a shallow embossed grain, soft to the feel and eye.

Maine

- **Viner Bros.**, Bangor shoe manufacturer, is planning to rebuild several of its buildings and hire new space downtown for expanded production, according to William C. Viner. The expansion will necessitate the addition of 100 workers.

- The city of Lewiston has voted to install a new \$19,585 sewage system to serve the projected new \$500,000 shoe factory that **Knapp Bros. Shoe Mfg. Co.** is planning to erect in the city. Knapp will continue to operate its other Lewiston unit on Hammond St., where some 300 persons are employed, but will close down its branch at Auburn.

Missouri

- **Robert P. Eberlein & Co.**, St. Louis, has been appointed St. Louis representative for Malis Leather Co. of Philadelphia. Eberlein will handle the Malis line of Playtan Kid and Gloria Cabrettas.

- **Brown Shoe Co.** of St. Louis is marking its 30th anniversary this week by holding open house at its plants throughout the Midwest.

- **Senak Shoe Co.**, retail shoe chain of St. Louis, is reported to have purchased four leased departments from McKoy, Inc., Racine, Wis. They are located at Barden's Department Store and McKoy's Shoe Salon in Kenosha, Stern's in Waukesha, and Zahn's Department Store in Racine.

- **Maxey Jarman**, chairman of General Shoe Corp., was a guest speaker, Oct. 23, at the Second Biennial Public Relations Conference sponsored in St. Louis by the Public Relations Society of America. Jarman spoke on the subject "Corporations Make Good Citizens."

Pennsylvania

- **The 39th Annual Mid-Atlantic Shoe Show**, sponsored by the Middle Atlantic Shoe Retailers—Travelers—Manufacturers and Wholesalers group, will be held Jan. 31-Feb. 4, 1953, at the Benjamin Franklin in Philadelphia.

- Production and sales plans projected for 1953 by **Gudebrod Bros. Silk Co., Inc.**, Philadelphia maker of Gudebrod Champion silk and nylon sewing threads, were discussed with the company's sales agents and customers by W. T. Hooven, executive vice president, during a recent cross-country trip.

- Officials of **A. S. Kreider Co.**, Lebanon maker of children's shoes, have declined to comment on a report that the firm will cease production soon and liquidate its business. The company is expected to issue an official statement within the next week or so.

California

- Referee is reported to have set aside an order of confirmation of Chapter XI bankruptcy plan for **Supreme Shoe Co., Inc.**, of Los Angeles, and directed that bankruptcy proceedings follow. Sale of the company's assets has been proposed in order to satisfy unpaid tax claims.

Mississippi

- **General Shoe Corp.** is now operating the former Ripley plant of W. B. Coon Shoe Mfg. Co., which it purchased recently. The new owner is making women's slip-lasted shoes in the Ripley plant. A 10-man management team from General's headquarters is in charge.

Michigan

- **E. L. Rackley Shoes, Inc.**, has been organized to manufacture and deal in boots and shoes at Jackson. Authorized capital is \$250,000.



LUXTAN
luxury quality combination tannage

UNIQUE
full-bodied combination side

IRVANA
supple elk and smooth

UNIGLOVE
the new soft leather

IRVING TANNING COMPANY 121 BEACH STREET BOSTON - MASS. TANNERIES: WABODY, MASS. HARTLAND, MAINE

The World's Finest Leathers
FROM THE WORLD'S MOST MODERN TANNERY

SPLITS for all shoemaking requirements



Here are **3** SHOE PRODUCTS THAT SAVE PENNIES

INNERSOLES
PLATFORMS
WEDGIES

LYNN INNERSOLE CO., ALLSTON, MASS.

Arkansas

• The new **Frolic Footwear, Inc.**, plant at Jonesboro is expected to open by Dec. 1 and will employ some 300 persons with an annual payroll of \$800,000, according to Harry Alberstein, president of the firm. The establishment of the plant was made possible through a fund drive conducted by the Jonesboro Chamber of Commerce and the People's Property Association, local group of businessmen, who sold \$60,000 in interest-bearing bonds to local residents. The money was used to purchase the building and make necessary repairs.

Massachusetts

• Receiver's sale in bankruptcy matter of **Libby Shoe Co.** was held Friday morning, Oct. 24, on the premises at 3 Webster St., and 51 Canal St., Salem. Building, machinery, equipment and inventory were sold at public auction.

• **Savage-Wayne Co.**, former Los Angeles shoe firm which now operates in Fall River, is currently working out new methods to increase its production of house slippers. Michael Savage is directing tests to develop a continuous production process at the plant, employing both new and old shoe machinery. Slippers bear the trade name "Ah Footsies." Plans call for employment of 1,000 workers with production to be stepped up from the current 1,000 pairs daily to 24,000 pairs.

• **Sands & Leckie**, Boston hide and skin broker, reports it is moving to new quarters at 212 Essex St., Rooms 454-455. It is expected the move will be completed during the coming week.

• **Foot Life Shoe Corp.** has been organized to manufacture women's novelty Compos at 11 Villa St., Haverhill. Bernard Short is president and Sam I. Parker, vice president. The shoes, described as the flattie type, will retail at \$3 and \$4. Production is scheduled to begin shortly.

• **Magic Chemical Co.**, Brockton shoe adhesives manufacturer, reports

it has purchased two buildings adjoining its plant at 121 Crescent St. The buildings were formerly owned by C. S. Pierce Co.

• **Allcraft Mfg. Co.** has leased a plant on Essex St., Haverhill, from E. and M. Fabric Co. for the manufacture of leather belts and personal leather goods. Allcraft is a subsidiary of S. Froehlich Co., Inc., long-established New York firm.

• **Randolph Mfg. Co.**, Randolph manufacturer of athletic shoes, has established a scholarship to be awarded to the outstanding athletic student at Brockton High School. The award will be known as the "Joe Lapchick Athletic Award." The latter is a well-known athlete and coach of the Knickerbockers professional New York basketball team.

• **Jonell Shoe Co.** has been organized to manufacture footwear at 15 Union St., Lawrence. Dan Seletsky is president and Albert E. Gordon is treasurer.

New York

• **Thomas Cort, Ltd.**, New York women's shoe manufacturer, is reported to have called a meeting of creditors on Oct. 20 in New York City.

• It is reported that general creditors in the assignment matter of **Liglon, Inc.**, New York manufacturer of women's sandals, will receive nothing on their claims. Scheduled liabilities are listed at \$5,329.

• **E. P. Reed Co.**, Rochester shoe firm, has decided to remain in business, according to Guy E. Manley, president of the firm. Manley reports that negotiations to merge the Reed Co. with Selby Shoe Co. of Portsmouth, O., have been discontinued.

• Checks for 10 percent settlement in full have been sent to creditors of **Premier Shoes, Inc.**, Brooklyn maker of women's shoes, it is reported. Independent audit showed liabilities of \$43,390 and assets of \$14,059.

Canadian Notes

Canada

• The Canadian Government is sponsoring another **International Trade Fair** next year. It has been scheduled for June 1-12 in Toronto, Ont. A large number of leather and footwear firms are expected to participate. This year, a total of 1,272 exhibitors from 29 countries participated in the event and many exhibitors have already booked space for next year's Fair.

• **Tartan Chemicals, Ltd.**, is planning construction of a new plant on a 10-acre site at Edmonton, Alta. Construction on the 30,000 square foot plant, all on one floor, will be started late this year or early next spring.

• The Canadian Government reports there has been a decline in imports of raw hides and skins in first eight months of 1952, dropping to \$3,690,000 against \$11,683,000 in 1951, with imports of unmanufactured leather falling to \$4,849,000 against \$7,371,000 and manufactured leather to \$4,514,000 against \$5,526,000.

• An all-out "**Buy British**" goods campaign is being staged in Manitoba and Saskatchewan, including leather footwear and other products, with the campaign backed by government leaders and merchants. The campaign is already producing good results in greater sales of such British-made goods. Premier Campbell of Manitoba and Premier Douglas of Saskatchewan have issued special proclamations calling upon the people to "Buy British" goods. British Trade Commissioner W. G. Coventry has sent out thousands of circulars asking the people to support the campaign. In addition, many large cities in these Western Canadian areas have also proclaimed special "Buy British" weeks, suggesting that Britain can only buy Canadian goods if Canada buys British goods.

WRINGER FELTS

F. C. HUYCK & SONS
Kenwood Mills, Rensselaer, N. Y.

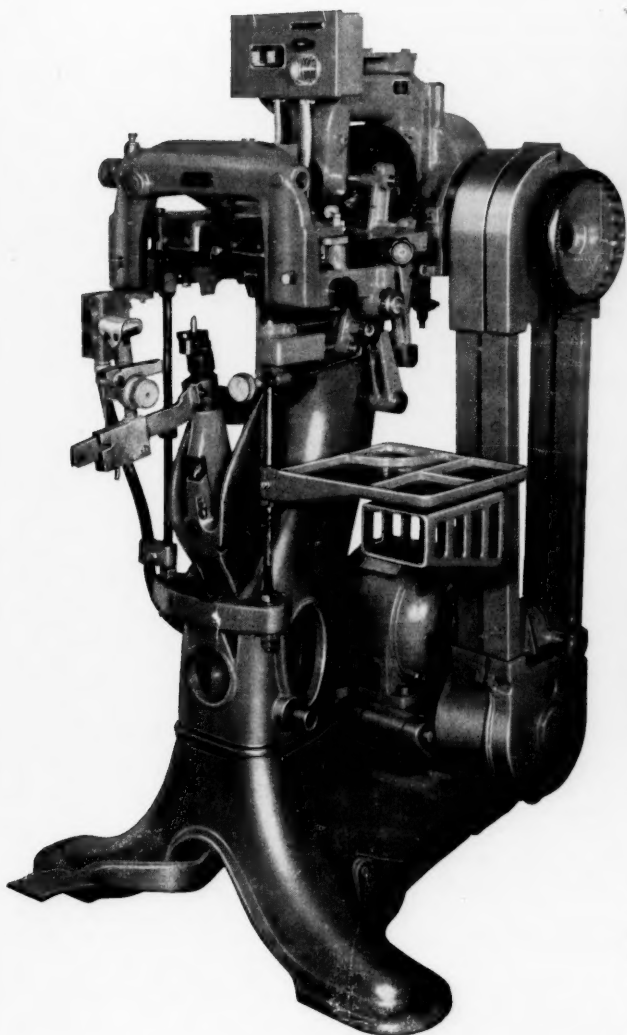
For long life and best all-round results
specify **KENWOOD WRINGER FELTS**

for your: Stehling Continuous Feed
Leather Wringer Machine • Stehling Combination
Putting Out and Leather Wringer • Quirin Wringer



USMC Sewed Seat Lasting Machine—Model A

DESIGNED FOR THE JOB



Improved heel seat feather lines due to tight, positive lasting under heat and pressure. Machine handles complete range of sizes; children's to men's size 15.



Better inseaming — better shoe-making in following operations — because wipers form definite crease next to rib.

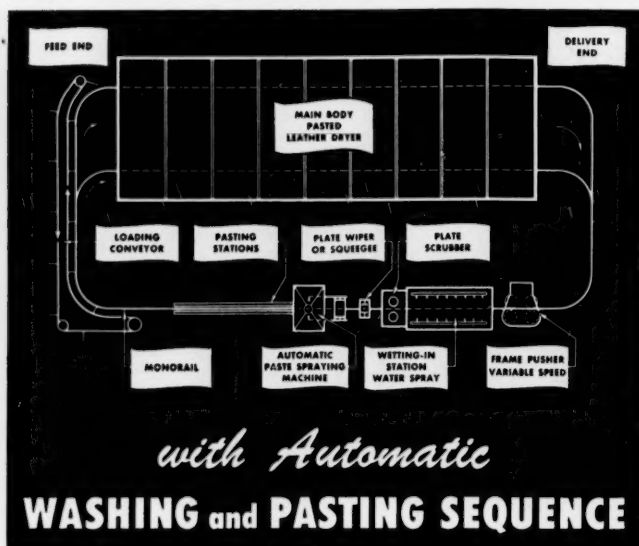
This new machine is designed to give you constant uniformity in sewed seat work. Its automatic operation provides quality work at a rate of production in line with other modern high production lasting room machinery.

Ask your United Branch Office for complete details about this new **USMC** machine.

UNITED SHOE MACHINERY CORPORATION
BOSTON, MASSACHUSETTS

Leading Tanners

CUT PRODUCTION COSTS



To cut costs . . . and obtain more uniform results . . . progressive tanners are installing automatic washing and pasting equipment sold exclusively through Proctor & Schwartz.

After a worker strips the dried leather from a plate and manually moves the frame to the pushing device, which is provided with variable speed, the operation is continued automatically at a speed to conform to the drying time of the leather.

The frames move through the wetting-in station where the paste is softened on the plates. Next, a plate scrubber removes the wet paste and other particles. An automatic squeegee, or wiper, removes excess water from the plates. From there, the plates move through a paste spraying machine which sprays paste uniformly on both sides of the plate, the area being subjected to both horizontal and vertical control.

Leather is then applied directly to the boards and slicked out while moving toward the feed end of the machine. The plates with leather pasted on them are automatically picked up by a loading conveyor and delivered into a frame moving mechanism at the feed end of the dryer.

This sequence of operations insures clean plates, more uniform results and lower production costs.

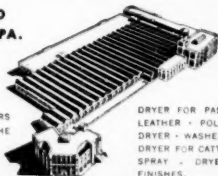
For additional information on the automatic washing and pasting sequence—or leather drying equipment—write to Proctor & Schwartz.

PROCTOR & SCHWARTZ • INC.

717 TABOR ROAD
PHILADELPHIA 20, PA.

The Aulton loading conveyor, plate washer, plate wiper and paste sprayer—used separately or in sequence with pasted leather dryers—are sold exclusively by Proctor and Schwartz, Inc.

DESIGNERS AND MANUFACTURERS
OF DRYING EQUIPMENT FOR THE
LEATHER INDUSTRY



DRYER FOR PASTED OR TOGGLED
LEATHER • POLE AND HOOK TYPE
DRYER • WASHER, EXTRACTOR AND
DRYER FOR CATTLE HAIR • ROTARY
SPRAY • DRYER FOR LEATHER
FINISHES.

JAPANESE LEATHER

(Concluded from Page 8)

and moreover, prices for these are lower.

It is interesting to note that sulphite cellulose extract produced in an Oslo, Sweden, pulp manufacturing plant in a much improved powdered form, recently made its appearance in the Japanese market. It is rapidly gaining popularity among leading Japanese tanners. The price is very low, and tanning content is around 54 percent; furthermore, it is capable of dissolving insoluble matter of other tanning materials, bleaching leathers, and saving tanning processing time by from 10 to 20 percent.

Importation of wattle bark extract from South Africa and East Africa has been satisfactory this year. Japanese tanners had felt the pinch of reduced supplies of wattle due to the drought that hit South Africa last year. However, the supply of quebracho extract from Argentina has been sharply reduced, due chiefly to the heavy and acute demand from the U. S., along with recent difficulties in quebracho production in Argentina.

Miscellaneous Notes

In the approximately three weeks between mid-August and early September, 35,467 pieces of light steer hides were imported from the U. S., mainly for use in special procurement demands.

A Brazilian-Japanese trade agreement is to be concluded shortly. It is reported to include \$1,000,000 in hides to go to Japan.

Foreign exchange allocations for U. S. hides amounting to \$370,000 have been granted to 73 Japanese tanners.

Foreign exchange allocations for kip and calf skins for the July-September period were valued at \$137,000; the tanned skins are to be used in the textile industry.

The amount of import licenses for hides and leathers and tanning materials during the April-September period was as follows: cattle hides, \$6,186,000; buffalo hides, \$3,000; calf and kip skins, \$1,474,000; sheep and goat skins, \$132,000; miscellaneous hides, \$537,000; sheep and goat leather, \$798,000; total: \$9,130,000.

The same applied to tanning materials: quebracho extract, \$158,000; wattle bark and extract, \$542,000; miscellaneous tanning materials, \$20,000; total: \$720,000.

— END —



calgon, inc.

A SUBSIDIARY OF HAGAN CORPORATION
HAGAN BUILDING, PITTSBURGH 30, PA.

October 25, 1952

Dear Mr. Tanner:

We want to tell you how a pre-tan with Calgon* can help you with your vegetable tanning.

A pre-tan with Calgon gives you finer, tighter grain. You get leather with a lighter, more uniform color, greater tensile strength, and more abrasion resistance. As an added value, you get greater plumpness, too.

Use of a Calgon pre-tan removes salt stains. Penetration of vegetable liquor is speeded up, and your stock is protected from strong or astringent liquors.

Calgon has other tannery applications, too. To find out how Calgon can benefit you, just clip the coupon or write us a letter. We will be glad to hear from you.

Cordially,

Calgon
CALGON, INC.

*T.M. Reg. U.S. Pat. Off.

CALGON, INC.

Hagan Building, Pittsburgh 30, Pa.

Please send me your bulletin "Calgon Data for the Leather Chemist."

NAME _____

POSITION _____

COMPANY _____

STREET AND NUMBER _____

CITY _____ ZONE _____ STATE _____

LS-10

WHY NOT HAVE THE BENEFITS OF CONTROLLED HUMIDIFICATION

Moderate Investment

Pays for Itself

Satisfaction Guaranteed



with ARMSTRONG Steam Humidifiers

YOU KNOW the cost of dry air in your plant, the effect upon material in process. But do you know how readily and economically dry air costs can be eliminated with Armstrong Humidifiers. Here are some questions and answers to guide you:

QUESTION	ANSWER
1. How much will it cost?	A fully automatic humidifier to handle up to 40,000 cu. ft. lists at \$182.25 complete with control, ready to install. (Smallest model).
2. What is the principle?	Introduction of clean, dry steam directly into the room.
3. Does it raise room temperatures?	One or two degrees at the most.
4. What is the source of the steam?	Heating or process steam already in your plant.
5. How much is the operating cost?	The smallest unit costs a few cents per day for steam and electricity, the largest perhaps \$1.00 per day.
6. How is it controlled?	A sensitive humidistat keeps relative humidity within 1% or 2% of the desired point.
7. Is installation expensive?	Some simple pipe fitting and electrical work is required.
8. Who uses it?	Write for list of users in your industry.



SEND FOR FREE BULLETIN . . .

Bulletin No. 1774 explains the benefits of humidification and fully describes the design, operation and selection of Armstrong Humidifiers. Data and prices included. No obligation—write to:

ARMSTRONG MACHINE WORKS

879 Maple Street, Three Rivers, Michigan



FACTORY REPRESENTATIVES IN PRINCIPAL CITIES

NEW DEVELOPMENTS

(Concluded from Page 10)

cause they are capable of withstanding extremely high temperatures. Other mineral tannages may, however, be employed; also, vegetable-tanned skins which have been semi-chromed by the known method of partially stripping the vegetable tannage and subsequently treating the skins in a chrome bath.

In some cases skins which have been subjected to the so-called synthetic tannages may also be used. But in such cases it may be necessary to treat the skins, e.g., by impregnation with a mineral compound to render them suitable for withstanding the abnormal heat applied. In this connection, if heat is applied to vegetable-tanned skin, the leather will begin to deteriorate at about 160 degrees F. and may be destroyed at about 180-190 degrees F. If, however, the leather is retanned with chrome or mineral solution it then becomes capable of withstanding temperatures within the range of this process.

The leather must be subjected to normal fat liquoring or to a similar process before it is processed by this method. The temperature which the leather will withstand is also governed by the degree of impregnation with fat liquor. Dry leather will withstand higher temperatures than leather in a moist condition. The action of heat upon moisture or grease in leather whereby they are boiled closely affect the contraction of the fibers.

An important application of this finishing process is its improvement of thin inferior leathers. A very defective scarred skin, which is too coarse for ordinary purposes, may be improved in grain and substance and a finished leather obtained in which the natural defects are considerably obscured.

Source: Arthur F. R. Cotton, Merriam, N. Y.; Pat. No. 2,593,108.

WELTING YARN

Known as Cellucord, and applicable to various uses, including shoe welting, it is a yarn that can be woven with cotton, wool, jute, viscose, acetate, nylon and other man-made fibers, and can be knitted, braided or bonded. Woven Cellucord may be covered with plastic or other coatings, or laminated with resins to make other desirable materials.

Source: Cellucord Corp., 630 Fifth Ave., New York, N. Y.

CLASSIFIED ADVERTISING

Wanted and For Sale

For Sale

Upholstery Leather Pieces. Sorted to your specification. Satisfaction guaranteed. Any quantity. All year round.

Central Mercantile Co.,
1585 Milwaukee Ave.,
Chicago 47, Ill.

SEDGWICK K. JOHNSON

Leather Chemist and Tanner

Research and Government Work a Specialty

E-4 19 Pingry Place, Elizabeth 3, N. J.
Elizabeth 3-7336

Line Wanted

EXPERIENCED SALESMAN in Southwest Texas looking for a good line of work shoes, houseleippers, also good dress shoes, on commission basis.

Address K-8,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Embossing Press

FOR SALE: Sheridan #17 embossing press (54 x 26) with automatic feed and rewind attachment and automatic dwell attachment. Practically new.

Address K-9,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Hides, Skins, Splits & Goat Hair From India — Regularly

48,000 Goat Skins 5,000 Buffalo Hides
5,000 Cow Hides 30 Tons Goat Hair

AARON DOREMAN

808 Bailey Building, Phila. 7
Tel: Kingsley 6-0736 (9 to 10 A.M.)

Help Wanted

Sales Demonstrator

SALES DEMONSTRATOR for a complete line of pigment and top finishes for all types of leather. Please state experience and salary desired. Midwest location.

Address K-10,
c/o Leather and Shoes,
300 W. Adams St., Chicago 6, Ill.

Rates

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situations Wanted" column, where space costs \$3.00 per inch for each insertion.

Undisplayed advertisements cost \$3.00 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Tuesday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.
300 W. Adams St. Chicago 6

Sandal Foreman

WANTED: Sandal foreman who has many years of experience in the manufacture of sandals and scuffs. Would consider partnership. Write giving details to

K-11,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Making-Room Foreman

Wanted for pre-welt and American-welt construction in Massachusetts shoe concern outside of Boston. State qualifications and pay desired. All replies confidential. Write Box X-10, Leather and Shoes, 10 High St., Boston 10, Mass.

Situations Wanted

Hide and Leather Expert

With long experience in tannery and warehouse process. Expert and responsible buying, receiving, sorting, cutting and selling of hides and skins, crusts, and leathers by their kinds and qualities and for the different purposes of their usefulness and saleability. Knows footage and pound results in the relation of hides and leathers and the calculations and yields through all stages of production and can make them more profitable. A personable 40 educated, able, strong and willing to do tirelessly the best. References. Write Box X-8, c/o Leather And Shoes, 10 High St., Boston 10, Mass.

Stitching Room Foreman

Specialist in California or slip-lasted shoes. Has had long experience, is capable, reliable. Willing to go anywhere. Apply Box X-1, Leather and Shoes, 10 High Street, Boston 10, Mass.

Stitching Room Foreman

Experienced in all types of shoes. Reliable, efficient, capable. Prefers employment in New England area. Write X-2, Leather and Shoes, 10 High St., Boston 10, Mass.

Assistant Tanner

Man with long experience on side leather and suede splits seeks position where his particular ability in handling development problems can be fully utilized. Apply Box X-4, Leather and Shoes, 10 High St., Boston 10, Mass.

General Superintendent

Available soon one of New England's outstanding shoe factory executives. Exceptional record of quality and quantity production in large women's novelty factory. Thorough knowledge upper and sole leather purchasing. Prefers greater Boston area. Apply Box X-5, Leather and Shoes, 10 High St., Boston 10, Mass.

Packing-Room Foreman

with 23 years' experience in women's shoe factories. Will consider position anywhere but prefers New England. Top references. Write Box X-6, Leather and Shoes, 10 High St., Boston 10, Mass.

Stitching-Room Foreman

Experienced in all types ladies' shoes. Has had 30 years' service in New York and New England factories. Will go anywhere. Efficient and reliable. Best of references. Apply Box X-7, Leather and Shoes, 10 High St., Boston 10, Mass.

Shoe and Tannery Finishes

GRADUATE CHEMIST, with over 25 years' experience in development, supervision of production and demonstration of shoe and tannery finishes, desires to be connected with manufacturer either on a full time basis or on a part time consulting basis. Address K-12, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Leather Sorter

with top-notch experience in upper leathers and linings. Employed for past 7 years with leading New England tannery. Seeking position in Boston or Brockton area. Good references. Write Box X-11, Leather and Shoes, 10 High St., Boston 10, Mass.

CLOSE OUT

ONLY 11 MORE TANNING MILLS AVAILABLE

8' Diameter with 5' Staves and 8' Diameter with 4' 8" Staves

All Mills in Perfect Condition

SACRIFICING AT \$100.00 EACH

TAKE ADVANTAGE OF THIS UNUSUAL OFFER

GENERAL TRADERS, INC.

AR. 6-8050

PHONE, WRITE
OR WIRE
2675 W. GRAND AVE.

IMMEDIATE
DELIVERY
CHICAGO 12, ILL.

Coming Events

Oct. 27-30, 1952—National Shoe Fair, sponsored by National Shoe Manufacturers Association and National Shoe Retailers Association. Palmer House and other hotels in Chicago.


Nov. 9-12, 1952 — Spring Shoe Show. The Southwestern Shoe Travelers Association, Hotels Adolphus, Baker and Southland, Dallas, Texas.

Nov. 16-19, 1952 — Parker House Shoe Show, sponsored by Boston Shoe Travelers Association. Parker House, Boston.

Nov. 30-Dec. 4, 1952—Popular Price Shoe Show of America. Showing of shoes for Spring 1953, sponsored by National Association of Shoe Chain Stores and New England Shoe and Leather Association. Hotels New Yorker and McAlpin, New York.

April 9-10, 1953 — Spring Meeting of Tanners' Council of America, Inc. Boca Raton Club, Boca Raton, Fla.

April 26-28, 1953—Fifth Factory Management Conference. Sponsored by National Shoe Manufacturers Association. Netherlands-Plaza Hotel, Cincinnati, O.



Give

**The
United
Way**

for ALL Red Feather Services

Deaths

Barnet Geilich

... 79, *tanning executive*, died Oct. 19 in Brockton Hospital, Brockton, Mass. Well-known in the New England leather and shoe trade, he was president and founder of Geilich Leather Co. of Taunton, Mass. Geilich was one of the earliest Jewish residents of Brockton, having come to the city from Vilna, Lithuania, at the age of 18. He first worked in a local shoe factory; transferred to the real estate business, and in 1914 established the Geilich tannery. Later, branches were opened in Northampton, England, and Milwaukee, Wis. Surviving are his wife, Rachael Goldberg; and three sons, Harold D., Simon H., and Ralph.

Walter A. Sweet

... 89, *retired shoe manufacturer*, died Oct. 18 at his home in Grafton, Mass. A co-founder of the Bickford-Sweet Corp., in Worcester, he served the company as treasurer after it became Wiley-Bickford-Sweet Corp. until his retirement in 1930. A native of Putnam, Conn., he lived in Grafton, Mass., for 22 years. He was active in religious and organizational affairs. Surviving are his wife, Ruth Clymer; a son, Clifford B.; a daughter, Miss Ruth Page Sweet; three grandchildren and seven great grandchildren.

H. C. Korndorfer

... 72, *leather executive*, died Oct. 10 at Barnes Hospital, St. Louis, of a heart ailment. A veteran of the leather business for the past 40 years, he was president of the H. C. Korndorfer Leather Co., located at 1602 Locust St. in St. Louis. He leaves his wife.

Albert F. Reed

... 76, *tannery superintendent*, died recently in Meredith, N. H., after a long illness. Co-owner of a general store in Meredith for 25 years, Reed was formerly a superintendent with the A. C. Lawrence Leather Co. tannery in Peabody, Mass. He was active in local politics and was the first city councilman from Ward 5 in Peabody during his stay there.

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United Shoe Machinery Corp.	19 and 29
V	
Van Horne-Kaestner Leather Co.	21



CHARMOOZ

THE PERFECT SUEDE LEATHER

BLACK AND COLORS

AMALGAMATED LEATHER CO'S, INC.

WILMINGTON 99, DELAWARE

these are
young
ape ios

as featured in

LIFE



What could be more
irresistible to
little girls than the fun
and fashion of costume
shoes made by Capezio on
the dancer's last... in all
the very new pastel patent
colors by Colonial.

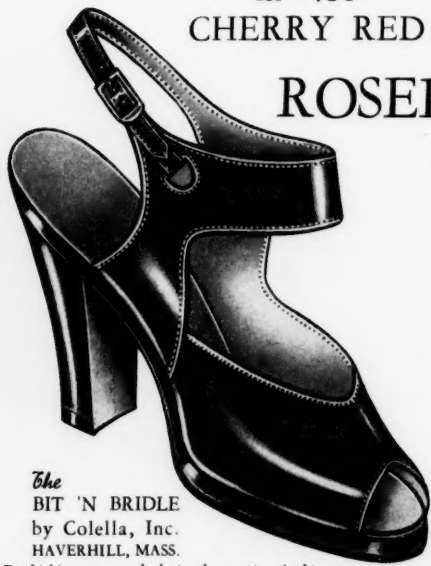
COLONIAL TANNING
COMPANY, INC.
Boston 11, Mass.

created by the dancer's cobbler in *Colonial*
pastel patent

*I trot around
all day in my
"Bit 'n Bridle"
shoes*



... by Colella, Inc.
in #435
CHERRY RED



The
BIT 'N BRIDLE
by Colella, Inc.
HAVERHILL, MASS.
*For kicking up your heels in the prettiest fashion
... a shoe for your gayest canterings*

ROSEBAY WILLOW CALF

Trim for action, and styled for the busy
young woman, "Bit 'n Bridle" derives its
colorful hue from #435 Cherry Red
ROSEBAY WILLOW CALF — a luscious
tone of a luxurious leather.
ROSEBAY WILLOW CALF is cordial
to active feet, and keeps company
with the leading shoemakers and their
discriminating clientele.



American **HIDE AND LEATHER COMPANY**
BOSTON, MASSACHUSETTS